

## ***Event Sales Manager / National Gallery of Australia***

***Based- Onsite, National Gallery of Australia, Canberra ACT***

***Trippas White Group*** is a leading hospitality company, which operates from premium locations such as the Sydney Opera House, Centennial Parklands, Roslyn Packer Theatre, Sydney Tower, Royal Botanic Gardens and various educational settings and schools across Australia. We take great care that our services meet the status and expectations of these prominent, iconic landmarks. Working for Trippas White Group not only means experience at one premium venue, but opens endless possibilities to a vast array of food concepts across Australia.

The National Gallery of Australia houses the nation's art collection which spans 5,000 years of international art and more than 30,000 years of indigenous Australian culture including works drawn from every branch of the visual arts. Located in the heart of the national capital, the National Gallery also features a number of truly unique function spaces.

Driven by a passion for food, a commitment to excellence and a flair for creativity, the National Gallery's exclusive caterers, Trippas White Group, cater for a wide variety of events. Highly regarded in contemporary cuisine, service and event management they will work with you to create a bespoke and memorable experience for you and your guests.

Distinctive venues at the Gallery are exceptional and versatile settings for gala dinners, cocktail parties, conferencing and workshops, and private functions. Venues include the very grand Gandel Hall, the magic and mystical Sculpture Garden Pavilion - a permanent outdoor marquee nestled in the gardens - as well as the newly-refurbished James Fairfax Theatre and the Gallery Dining Room.

We are seeking an enthusiastic **Event Sales Manager** who is looking for Full Time employment opportunities. Join and be part of an opening team at one of Australia's most beautiful home to the arts.

### **The Role:**

- This role is for an experienced Event Sales Manager in a permanent full-time role, confirming events in all venues at the National Gallery of Australia.
- The role is fast-paced, and the right candidate will be tasked with maximising the potential of existing accounts and enquiries, as well as sourcing new business via prospecting and other sales activities. Clients can include professional conference organisers, venue finders, other third party and direct corporate planners and bookers, wedding couples, planners and third-party booking sites. This role will suit a driven and enthusiastic sales and events professional looking for a new opportunity with a desire to exceed targets and build success for themselves, the National Gallery of Australia, and Trippas White Group.
- Being a sales role, flexibility is required to conduct site inspections at suitable times for the customer.

## **About You:**

- Minimum 18 month's experience in a similar role
- Immaculate grooming and pride in presentation
- A curious learner who wants to further their development.
- Ability to listen and inspire customers with the possibilities for their event experience
- Ability to multi task and work in a fast paced, dynamic work environment
- Previous experience in a large catering, hotel or corporate hospitality environment is an advantage
- Previous experience working in a flexible, multi-skilled team environment is an advantage
- Demonstrated interpersonal, communication and customer service skills
- Able to be a team player, with a positive and can do attitude
- Previous experience with Priava an advantage.

## **Benefits and Culture**

- Supportive and inclusive culture
- A professional and safe working environment
- Staff discount at TWG retail restaurants and corporate offers

TWG can offer you the support of a committed team, the opportunity to make your mark and career development opportunities as diverse as the specialised services we provide for our customers.

If you are passionate about events and have previous experience in a similar role and would like to be part of an exciting team, apply now!

***Trippas White Group is an Equal Opportunity Employer and encourages indigenous Australians to apply.***

Please apply for this role via [SEEK](#). If you have any questions about this role, contact Patrick McCarthy, Group Event Sales Manager at via email at [Patrick.mccarthy@trippaswhitegroup.com.au](mailto:Patrick.mccarthy@trippaswhitegroup.com.au)