



## **AREA MANAGER GROUP SALES**

**Carowinds has an immediate opening for the position of Area Manager Group Sales in Charlotte, NC. This full-time position will report to the Sales Director.**

### **JOB SUMMARY:**

The Group Sales Area Manager serves as the Assistant Sales Manager for the department and is responsible for many aspects to make the team successful. Responsibilities include onboarding all new Group Sales staff including Corporate Sales Reps and seasonal staffing, CRM processing, direct mail projects and serves as the liaison between Sales Reps and operations departments.

### **QUALIFICATIONS:**

- Proficient in Windows, Word, Excel, Microsoft Outlook and knowledge of CRM systems.
- Superior organizational skills.
- Ability to work nights and weekends as required by business and account demands.
- Strong written and verbal communications skills. Comfortable in public presentations.
- Strong sense of professional integrity.
- Direct outside sales experience.
- Clear understanding and experience with multiple sales channel business models.
- Demonstrated ability to create and manage expense and revenue budgets.
- At least 18 years of age.
- Driver's license required.
- Ability to pass a mandatory (or random) drug test, per Company policy, unless prohibited by federal, state or provincial law.
- Ability to pass a background check, which may include, but is not limited to, credit, criminal, DMV, previous employment, education and personal references, per Company policy, unless prohibited by federal, state, or provincial law.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Spearhead all Group Sales CRM efforts. Oversight of direct mail, email campaigns and performance analysis.
- Responsible for creating, implementing and distributing promotional material for all ticket programs, manage product coding and set up in conjunction with Finance. Work with Sales Director to implement ticket offers, exclusive programs, etc. throughout the season to maximize attendance and revenue.
- Development and implementation of outbound call center including hiring, training, managing and developing team. This also includes labor management.
- Oversee the successful operation of the in-bound call center.
- Attend Operations meetings to keep all departments informed of events.

- Responsible for the day-to-day operations of the Sales Department. Act as a liaison between Sales Reps and operational departments and oversee the communication between picnic coordinator and catering team.
- Responsible for onboarding of all new Group Sales staff (Corporate Sales Reps and seasonal staffing.) Be involved with territory alignment planning and territory analysis of business trends to best determine positive outcomes. Ride in the field with Reps and provide management feedback.
- Adheres to and enforces all Cedar Fair and specific Park policies and procedures, including safety, attendance and EEO policies, and demonstrates commitment to customer service in all aspects of employment.
- Other duties may be assigned.

**CAROWINDS OFFERS A COMPETITIVE SALARY AND COMPREHENSIVE BENEFITS PACKAGE.  
FOR IMMEDIATE CONSIDERATION, PLEASE SUBMIT YOUR RESUME WITH SALARY  
REQUIREMENTS BY **SEPTEMBER 10, 2017** TO [CAROWINDSHR@CAROWINDS.COM](mailto:CAROWINDSHR@CAROWINDS.COM)**

**AN EQUAL OPPORTUNITY EMPLOYER**

### **Company Description**

Cedar Fair is a publicly traded partnership headquartered in Sandusky, Ohio, and one of the largest regional amusement-resort operators in the world. The Company owns and operates 11 amusement parks, six outdoor water parks, one indoor water park and five hotels. Its parks are located in Ohio, California, North Carolina, South Carolina, Virginia, Pennsylvania, Minnesota, Missouri, Michigan, and Toronto, Ontario. Cedar Fair also operates the Gilroy Gardens Family Theme Park in California under a management contract. Cedar Fair's flagship park, Cedar Point, has been consistently voted the "**Best Amusement Park in the World**" in a prestigious annual poll conducted by *Amusement Today* newspaper.