



Sales Director

Worlds of Fun has an immediate opening for the position of Sales Director in Kansas City, MO. This fulltime position will report to our Vice President and General Manager.

JOB SUMMARY:

Worlds of Fun is looking for an experienced, creative sales leader who is ready to accept the challenge of moving our park into a new era of growth and development. As the Midwest's leader in the attractions segment we are transforming our experiences through the addition of best-in-class facilities and events that have taken us from a seasonal amusement park to a near year round entertainment center. Our events and activities portfolio is second to none and provides the most comprehensive range in the industry. If this sounds like the type of career that interests you, please read on.

QUALIFICATIONS:

- Bachelor's degree in a related field
- 3-5 years of related experience in the theme park, hospitality, entertainment or travel industry or equivalent combination of education and experiences.
- Valid state driver's license.
- Demonstrated ability to create and manage expense and revenue budgets.
- Demonstrated understanding and experience with multiple sales channel business models.
- Demonstrated proficiency in Windows, Word, Excel, Microsoft Outlook and knowledge of CRM systems.
- Strong verbal and written communication and organizational skills. Including comfort in public presentations.
- Strong sense of professional integrity.
- 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.
- Ability to work nights, weekends and holiday periods to meet business needs.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Organizes, hires, develops and leads the sales team. Spends time in the field with each salesperson for skills evaluation; provides training and feedback as necessary. Manages performance issues, addresses disciplinary situations, and provides significant input into promotion, demotion, and termination decisions.
- With the Marketing Director, creates the annual Group Sales plan and goals for each segment and each sales team member; oversees the execution of the plan with regular reporting mechanisms. Provides and ensures accuracy of tracking reports on a weekly basis to park's Director of Marketing and park's General Manager as well as to the Cedar Fair Corporate VP of Sales.

- Holds the overall responsibility for the Group Sales revenue target.
- Supports all corporate initiatives for sales development and other global sales programs.
- 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.

**WORLDS OF FUN OFFERS A COMPETITIVE SALARY AND COMPREHENSIVE BENEFITS PACKAGE.
FOR IMMEDIATE CONSIDERATION, PLEASE SUBMIT YOUR RESUME WITH SALARY REQUIREMENTS
BY **8/31/17** TO robert.herschede@worldsoffun.com.**

Resumes may also be mailed to:
Worlds of Fun Human Resources
4545 Worlds of Fun Ave
Kansas City, MO 64161

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.