



Position Vacant

Sales Manager (Corporate Events)

Be part of the change movement! With Tasmania's opportunities as a zero-carbon destination, Spring Bay Mill is becoming a market leader as Australia's foremost sustainable business events destination.

Spring Bay Mill is no ordinary events venue, with state-of-the-art event facilities in the middle of stunning natural values on Tassie's East Coast. Once home to the world's largest wood chip mill and built on the unceded lands of the paredarerme people, this 43-hectare waterfront site is now managed by a bunch of provocateurs intent on charting a sustainable path. We've restored rusting industrial buildings into unique spaces to house events: intimate or spectacular. We're regenerating the natural landscape and growing wholesome, healthy food. We have a range of onsite accommodation and an in-house chef creating garden-to-plate goodness from our own organic gardens. All for the purpose of reviving this once destructive site through the restorative powers of nature. And hopefully changing the world a little as we go. The Spring Bay Mill business is purpose driven, connecting locally and globally with leaders, like-minded companies and organisations. Not just a home for events, but a place for big ideas!



Spring Bay Mill is looking for experience Sales Professionals who are skilled at generating new business.

We have multiple roles available for the right candidates across the Tasmanian Market and the National market.

Key responsibilities:

- Create and execute a sales plan with targeted reach to identified markets.
- Secure new business via outbound and inbound enquiries.
- Drive event sales and exceed annual sales KPIs.
- Actively seek opportunities to increase corporate events.
- Create sound relationships with clients, prospective clients & stakeholders.
- Liaise with the Marketing and Events teams to ensure the successful management of all events from initial contact to completion and cross-selling opportunities.
- Attending network events as appropriate.

Key skills, experience and attributes:

- Experience in a sales generation role.
- Strong prospecting skill, not giving up easily during the prospecting process.
- Proven track record of sales conversion.
- Exceptional communication and negotiation skills.
- Ability to quickly build rapport and develop internal & external networks.
- Flair for creating and identifying business opportunities.
- Experience in managing and selling events such as business and corporate events highly desirable.
- Deep understanding of the corporate events market (customers, buying patterns, event seasons etc.) highly desirable.
- Ability to travel within Australia regularly to attend face to face meetings and participate in direct 'in market' selling and networking
- Ability to work outside of normal working hours and on weekends.

Remote work available, competitive package negotiated based on experience.

To apply please send a CV (max 2 pages) and cover letter (max 2 pages) to joe.pickett@springbaymill.com

For questions or further information please contact Spring Bay Mill's General Manager Joe Pickett on 03 6130 3022 or joe.pickett@springbaymill.com

Applications close 17 January