

# Beachwood

## B-B-Q & BREWING

### **JOB: BEACHWOOD BBQ AND BREWING CATERING AND EVENT SALES SPECIALIST**

Beachwood BBQ and Brewing is looking for an exceptional Catering and Event Sales specialist who loves beer and BBQ. We are a growing company and we are looking for candidates who can grow with us by demonstrating a high capacity to learn and take on new challenges. The primary focus is to position Beachwood BBQ and Brewing as the premier corporate catering partner. The ideal candidate has the ability to develop existing business and solicit new catering business through lead generation and traditional/non-traditional sales marketing while booking, selling, and coordinating all catered events with consistent client satisfaction.

The position requires collaboration with the culinary team to develop fresh and inspired menus, plan customized menus to match each client's budget and needs, design individual service plans inclusive of staffing and equipment, serve as a liaison between the client and various departments/vendors to ensure an outstanding client and guest experience, and manage and train event staff onsite.

### **KEY RESPONSIBILITIES:**

- Important duties include meeting or exceeding predefined sales goals, establishing new accounts, initiating partnerships with venues and corporate clients in the area, monitoring booking space, and booking repeat business while maintaining high-quality standards and service.
- Building local corporate client base through prospecting in person (Cold Calling), direct mail, networking, and, referrals.
- Responding to customer inquiries and developing customers independently in the corporate markets
- Ensuring successful events that meet both the client needs and company's profitability guidelines
- Communicating all relevant information to appropriate departments in a detailed manner
- Managing event from initial sale through successful completion
- Working effectively with Operations and Culinary team
- Gaining knowledge of Social /Wedding Catering Sales through assisting with Social/Wedding Catering proposals and closing smaller social/wedding events as assigned
- Assist with in house tastings as needed

### **QUALIFICATIONS:**

- 2-3 years of Outside Sales experience with a proven track record of success. Hospitality/Catering Sales experience is highly recommended
- Outstanding verbal and written communication skills
- Strong attention to detail
- Reliable Transportation and Clean Driving Record

Base Salary plus Commission

Email resume to [jobs@beachwoodbbq.com](mailto:jobs@beachwoodbbq.com)