



## Event Sales Executive

Marc Hall Design creates extraordinary bespoke events and botanical art that elevate its clients' dreams providing experiences that last a lifetime.

In its 9th year, Marc Hall Design is a growing, boutique event design and production firm located in Boston's Historic South End neighborhood serving private and corporate clients throughout New England.

We are looking for an **Event Sales Executive** who will drive the growth of MHD's sales volume by identifying prospective areas of new business and cultivate our valued relationships with current clients. The ideal candidate is passionate and self-driven with experience in luxury sales.

Reporting to Deborah Ethier, Chief Operating Officer, this person will work in close collaboration with the MHD staff and our event partners to surpass the expectations of each client by delivering an innovative, personalized and seamlessly executed event experience.

### Responsibilities

- Increase sales volume by creating and executing strategies to expand upon existing business relationships and develop new sales areas.
- Promote MHD by regularly attending networking and social events as well as off-site client meetings.
- Work with MHD team to provide content and strategy for social media marketing initiatives. Collaborate with the team on creative marketing strategies.
- Develop strong relationships with event venues and the overall event industry.
- In collaboration with the design and operations teams, produce clear, accurate and compelling proposals.
- Manage event related expenses to meet established financial goals.
- Attend MHD-produced events.

## **Qualifications:**

- Professional experience in high end, luxury sales. Experience in event sales is preferred. Other applicants will be considered based on experience.
- Demonstrated success with building a loyal client base.
- Existing relationships within the Boston hospitality/event industry.
- Strong organizational and time management skills.
- Exceptional verbal and written communication skills.
- Capability to work independently or as a team member.
- Some evening and weekend availability required.

Based in our Boston studio, this position is full time. Compensation is commensurate with experience.

## **Apply**

To apply for this position, please respond in an email to [dethier@marchalldesign.com](mailto:dethier@marchalldesign.com) with the RE: “**Event Sales Executive**”. Please include your resume and highlight the qualifications you would bring to this position.

## **About Marc Hall Design**

As a pioneer in event design since 1987, Marc Hall is known for his innovative and stunning event design and bespoke floral creations. Through these efforts he has developed enduring client and business relationships ensuring a unique and seamless production process for special events, weddings and living spaces.

<http://theworldofmarchall.com>