



THE WORLD'S ONLY OFFICIAL
GAME OF THRONES STUDIO TOUR

SHALL WE
BEGIN



REPORTING TO
Head of Sales & Marketing

CORPORATE EVENT SALES EXECUTIVE

REF : ESE3025

INTRODUCTION

ABOUT THE STUDIO TOUR

Game of Thrones Studio Tour, located in Banbridge, Northern Ireland, was once a bustling linen mill factory, first constructed in the 1900s. In 2011, and after the linen industry had moved offshore, the site became a principal studio location for HBO's Game of Thrones.

Working in partnership with HBO and Warner Bros Discovery, Game of Thrones Studio Tour began development after Game of Thrones, Season 8 wrapped in 2019. The Studio Tour opened in February 2022 and is the world's only Game of Thrones Studio Tour.

Game of Thrones Studio Tour aims to celebrate and inspire the next generation of film makers and creatives, whilst making conscious efforts to leave our working environment in a better position for the future.

OUR VALUES

OUTSTANDING

Strive for excellence; embrace growth; stay resilient; welcome feedback; take pride in every guest experience

ACCOUNTABILITY

Own outcomes; keep your word; speak up with courage; learn from your mistakes; build trust through responsibility

TEAMWORK

Purposefully collaborate; respectfully communicate; value contribution; embrace change; break down silos

HONOUR

Stand with pride; act with courage; protect the honour of our people and our story; treat each person with dignity and respect



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- REPORTING TO
- Head of Sales & Marketing
- Full-time, 39 hours/week (Mon–Fri, with evenings/weekends and travel into Belfast Dublin and some potential International)
- £27,000–£31,000 + Sales Bonus Scheme (20% OTE a Quarter)



THE ROLE

Join the team behind the world's only licensed Game of Thrones Studio Tour, where fantasy meets reality in a breathtaking showcase of original sets, costumes, and artefacts. As Corporate Event Sales Executive, you'll be at the heart of this globally renowned attraction, driving event sales and building unforgettable experiences for our guests.

WHAT YOU'LL BE DOING

This is your chance to be part of a passionate, energetic team delivering excellence at every turn. If you thrive in a fast-paced environment, love building relationships, and want to work somewhere truly unique – this is the role for you.

- Lead the charge on event sales – generate corporate and business leads, convert opportunities, and manage key accounts
- Build strong relationships with corporate, community, and wedding clients to boost revenue within our event space
- Work with Marketing team to build external relationships with event lead generation companies and ensuring all paid and organic event advertising is completed and delivers on the needed ROI
- Work in partnership with the Operations team and Marketing team to drive corporate event leads for our events and room hire
- Deliver exceptional service across all touchpoints
- Deliver key visitor numbers for corporate events to achieve monthly, quarterly and yearly targets for revenue and visitors
- Collaborate with marketing, visitor services, food & beverage, and finance teams
- Maintain CRM systems and client databases to help prospect corporate customers
- Work with External partners to bid for corporate events and drive awareness of the Studio Tour Corporate facilities
- Attend Business Events, client meetings, and familiarisation visits working in partnership with the Business Development Sales Managers
- Hit commercial KPIs and contribute to strategic growth

WHAT YOU'LL BRING

- 2+ years' experience in sales (Corporate Sales, Prospecting and Business Development)
- Proven track record in hitting targets and growing sales
- Confident negotiator with strong presentation skills
- CRM and Microsoft Office proficiency
- A people-person with excellent communication and organisational skills
- Full UK driving licence and access to a car for travel

Ready to Take the Throne in event sales?

Apply now and be part of something
legendary.

GOT WHAT IT TAKES?

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PERKS OF THE ROLE

An excellent opportunity to join a world class visitor attraction – Game of Thrones Studio Tour.

- Competitive salary + bonus scheme
- 34 days annual leave
- Free car parking
- GOT Studio Tour retail discount
- Pension contributions
- Health & Wellbeing Plan
- Complimentary tickets for friends & family

HEALTH & SAFETY

In accordance with the company's Health & Safety policy, all employees have the following duties under Article 8 of the Health and Safety at Work (Northern Ireland) 1978:

- Be personally responsible to take due care of the health and safety of themselves and to ensure that they do not endanger other people by their acts or omissions.
- Must fully co-operate with the organisation and undertake any training required in order that it can comply with the legal requirements placed upon it and in the implementation of this policy.

GDPR

In accordance with the requirements of the EU General Data Protection Regulations (GDPR), the Data Protection Act 2018, the appointed person must be compliant with all company policies and procedures in relation to the secure collection, processing and storage of personal data.

PERSONAL QUALITIES

Team members of Linen Mill Studios showcase the following qualities :

1. Diversity

Be able to integrate within a culture of diversity, respecting and appreciating colleagues and having an inclusive and respectful approach to others.



2. Positivity

Be self-motivated, passionate and contribute positively to the working environment.



3. Teamwork

Demonstrate strong teamwork with fellow colleagues, using areas of personal strength to support the team effort.



4. Creativity

Be open to continuous growth and improvement within a culture that promotes innovation and values creativity to drive positive change.





GAME OF THRONES



STUDIO TOUR



BEGIN YOUR JOURNEY



THE SEVEN KINGDOMS
REVEALED



HBO

WARNER BROS.
DISCOVERY

BEYOND EVERY DOOR A NEW EXPERIENCE



AWAITS ... YOU

SEND YOUR CV TO JOIN THE ADVENTURE
EMAIL : MARK.WOOLNER@GOTSTUDIOTOUR.COM