



## **Director of Sales - Job Summary**

As Pinstripes opens new locations across the nation, we are looking for enthusiastic candidates with 5+ years previous experience in event planning and sales with an emphasis in Corporate, Weddings/ Bar & Bat Mitzvahs, and Social markets required. Strong knowledge of food & beverage and exceptional ability to create unique meeting-conference-catering events. Excellent sales ability and presentation skills a must. Professional demeanor with a team spirited personality required. Guest service oriented with strong attention to detail.

## **Desired Skills and Expertise:**

- Event sales experience with Corporate, Weddings and Bar/Bat Mitzvahs
- Strong knowledge of food and beverage
- Needs to be an independent self-starter that thrives in a fast pace, constantly changing environment
- Excellent organizational, multi-tasking and planning skills
- Outgoing and professional demeanor ability to develop and maintain relationships through networking
- Ability to work with the sales team to prospect new and repeat business by doing outside sales visits, networking events, and attending trade shows.
- Experienced in leading a team to reach specific goals and objectives
- Ability to customize creative menus and meeting packages.
- Solid understanding of event sales reports when creating and customizing menus and meeting packages
- Ensure a successful client event by partnering with Pinstripes operations team to meet food standards, room set up and on time service by exceeding the client expectations.
- Flexible Hours
- Previous experience with Tripleseat software a plus.

## **Company Description**

Pinstripes features a distinctive entertainment and dining venue. Celebrate "sophisticate fun" in our warm and inviting 28,000 square foot indoor/ outdoor facility complete with bowling lanes, bocce courts, exceptional Italian/American cuisine and wine cellar, a year-round outdoor patio and fire pit, and event space/party rooms accommodating 20-600 people (weddings, birthday parties, corporate events, anniversaries and more!). Enjoy lunch or dinner, private parties, weekend live blues and jazz, wine dinners, mom & tot play dates, clubs and leagues and other exciting events. With locations in Chicago, Minneapolis, Kansas, Maryland and Washington DC Pinstripes has tailored their experience to create a truly memorable occasion for their guests. [www.pinstripes.com](http://www.pinstripes.com)