

Head of Hospitality London



Highly Competitive Salary + Excellent Bonus Potential + Benefits

West Ham United is a leading Premiership Football Club and is committed to an ambitious business plan to develop the brand both on and off the field. This is a high profile role within the Club focusing on developing the matchday and non-matchday hospitality offer, maximising sales performance and delivering exceptional levels of service to a broad range of customers. This is a fantastic opportunity to join this highly ambitious Club, with future plans in place for a new state of the art stadium.

The Role

Embracing full responsibility for the development and implementation of a comprehensive strategy to maximise matchday and non-matchday hospitality revenues.

Proactively sourcing new business and developing leads through the development of strong relationships with local and national organisations.

Leadership of a sales team to exceed targets and maximise service delivery levels.

All applications for this role should be directed by email with full CV and salary details to our nominated consultant.

Closing date: 25th January 2008.

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The Person

Proven track record at management level of driving significant hospitality sales growth within a high profile sports, leisure or related venue.

Confident communicator, able to influence at all levels and to inspire and motivate a multi-functional team to deliver outstanding results in a challenging environment.

An in-depth knowledge of the "London" market would be a definite advantage.

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