

We are looking for an enthusiastic, motivated **Marketing / Rentals Manager** who will meet or exceed revenue goals by recruiting new business for our Hall and Pub that will increase desired business results. We are looking for someone who can connect with potential customers, weddings, meetings, events for our building, using social media and advertising to increase our customer base.

In this position, you will:

- Grow our book of business in alignment with goals while identifying companies that would utilize our services
- Develop new business and create results utilizing personal contact, social media and advertising
- Contact local business owners, wedding facilitators and decision makers to secure rentals to the hall / pub and represent us favorably in the community
- Generate revenue for the CHA and meet monthly goals through effective outside sales techniques
- Establish trusting relationships with clients and our community and meet all commitments with adequate preparation, delivery and follow-through
- Assist facility as needed in a variety of capacities with weekend/evening appointments for the success of our operation

The ideal candidate will have the following skills:

- Passion for contributing to a team with a positive mindset
- Experience in marketing, sales, community outreach or related field preferred
- Driven by practical results, opportunities to learn, and opportunities to assist others with intention
- Effective relationship building, customer service, communication and skills
- Experience in new media, and social media required
- Ability to effectively communicate, build rapport and relate well to all kinds of people
- Creating database of past clients and potential clients for events
- Professional appearance a must
- Reliable transportation, valid driver's license and a satisfactory driving record

Casey's Pub / Columbian Hall / Aquatic Center

Columbian Home Association (CHA) • 2200 Meadowbrook, Springfield, IL

Contact e-mail: terry@terryfarmer.com