



## BEYOND LASER TAG: YOUR INDOOR WAR

### GROUP SALES ASSISTANT

**Hard Knocks:** The nation's first indoor combat simulation arenas open for entertainment, corporate team building and law enforcement training. Featuring 30,000 square feet of urban-themed combat arenas and Orlando Florida's largest, most advanced Gaming Lounge. Far beyond laser tag our brand of combat is perfect for recreation, corporate team building, bachelor parties, youth groups, entertainment, summer camps and law enforcement training.

[www.IndoorWar.com](http://www.IndoorWar.com)

#### About the Job:

We are seeking a Group Sales Assistant to coordinate group event sales for our combat sports facility located in Oviedo, Florida. Your mission is to implement our existing business strategy, while adding value by incorporating your own successful sales ideas and strategies into our program.

This is an opportunity to pitch birthday parties, non-profit organization/charity events, youth groups, bachelor parties, holiday parties, corporate events, and many others to potential customers. You will then be responsible to close the sale, schedule the event, and coordinate the major aspects of the event with assistance from the facility's trained team of event facilitators and other staff.

### **Ongoing responsibilities include, but are not limited to:**

- Execute booked events in the facility ranging from youth birthday parties to complex corporate team buildings. Events must be completed with world class customer service and the highest levels of profitability, while still earning permanent individual customers and new event referrals.
- Build/manage a database of targeted potential and existing clients, and finding new ways to grow and develop this network.
- Meet and exceed group sales goals by winning business through direct mail strategies, phone calls, and existing customer relationships.
- Ensure that the facility maintains a high level of exposure in targeted markets such as corporations, schools, and other appropriate organizations by constantly reaching out to these groups via phone, email, in person, etc.
- Organize and attend the facility's networking events and events of relevant organizations.

### **Minimum Requirements:**

- BA/BS degree or equivalent preferred.
- 1 - 2 years of related experience required.
- Maintain high standards of personal appearance and grooming and project a professional image including no tattoos or visible piercings (besides the ears).
- Must be able to effectively communicate, verbally and written, with customers in an attentive, friendly, courteous and service oriented manner.
- Must be able to handle conflict resolution raised by customers.
- Must be able to multitask and prioritize departmental functions to meet deadlines
- Demonstrate strong communication skills to effectively speak with customers and store personnel.
- Must have strong proficiency with Microsoft Office.
- Ability to work a flexible schedule to meet the needs of the business, including evening and weekend shifts.
- Ability to be effective while working independently.

#### **Hard Knocks**

5707 Dot Com Court, Suite 1025 Oviedo, FL 32765

407.359.9091

Fax: 321.244.0305

[Roles@IndoorWar.com](mailto:Roles@IndoorWar.com)

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