



### **Event Sales Manager opportunity at top-class cookery school and event venue**

L'atelier des Chefs are looking for an enthusiastic, ambitious and proven salesperson to join our fast growing team in central London.

#### **Concept:**

L'atelier des Chefs is a cookery school and events venue based in Central London. We are one of the largest cookery schools in the UK, welcoming up to 1,800 clients a month at our west-end location. Our cookery classes range from 30 minutes to 4 hours and cover all world cuisines. Prices start at £15 per person for our unique 30 minute lunchtime class. All classes are run by professional chefs and offer a truly unique hands-on Cook & Dine experience.

L'atelier des Chefs also has a significant and fast growing events business host corporate team building and client hospitality events, PR, brand and product launch events. Our split-level venue provides a professional yet relaxed environment and can accommodate groups of 12 - 180 people across two kitchens and dining areas.

#### **Role:**

Supporting the Business Development Manager, the successful candidate will be responsible for all aspects of Event Sales from initial contact through to event confirmation. Responsibilities will include:

- Reacting to enquiries received through our website, by email and by phone.
- Proactive contacting of new and prospective clients.
- Creating client proposals on proprietary CRM software.
- All stages of the sales and negotiation process.
- Following up with clients to win the business.
- Soliciting feedback and submitting loyalty and/or commission arrangements.

The successful candidate will also assist with the operational running of the cookery school, to include hosting corporate and private events on two evenings each week alongside running public classes during the day.

#### **Candidate:**

This position requires strong people skills, the ability to work to deadlines and to meet and exceed sales targets. We are looking for a fast learner who is flexible, organized and has a

natural sales approach and proven sales ability. The successful candidate will be confident, hard-working and good at multi-tasking. Experience of working in a team and excellent communication skills are essential, as is the ability to work efficiently within a busy environment. Computer literacy and fluency in English is also required.

**About the company:**

L'atelier des chefs operates a further 18 units in France and Dubai, making us the largest cookery school in Europe. The UK business grew by 165% between 2009/2010 and is on track to surpass this in 2011. With significant expansions plans both in the UK and beyond, now is the perfect time to join this expanding business. The opportunities for career progression are substantial in both the short and long term.

This role is for an immediate start. Please send your CV and covering letter stating why you feel you are suited to this position to [tom@atelierdeschefs.co.uk](mailto:tom@atelierdeschefs.co.uk)



**L'atelier des Chefs**  
So much more than a cookery class  
[www.atelierdeschefs.co.uk](http://www.atelierdeschefs.co.uk)

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