



MAGHERAMORNE ESTATE

Wedding & Events Sales Manager

Full-time or Part-time

Salary: From £38k

Closing date: 3rd July

We are seeking a highly proactive and commercially driven Wedding & Events Sales Manager to lead the planning, coordination, and execution of all events within our private estate. This role is responsible for maximising revenue opportunities, delivering exceptional guest experiences, and building strong relationships with corporate and private clients.

The ideal candidate is forward-thinking, hands-on, and thrives in a fast-paced hospitality environment, with a strong focus on sales, organisation, and service excellence.

You will work closely with senior leadership, marketing and operations teams to maximise opportunities and create memorable guest experiences.

Key responsibilities

- Proactively manage and grow the estate's sales pipeline across weddings, MICE, corporate events, and private hire.
- Build, grow and maintain strong relationships with corporate, agency, and local clients
- Drive and exceed sales targets through lead generation, client engagement, and conversion.
- Conduct viewings and meetings with clients, presenting the estate and its services with confidence and professionalism.
- Working alongside the guest experience team, take a leading role in delivering a wide variety of events.
- Maintain accurate records, sales forecasts, and reports using CRM systems.
- Monitor market trends, competitor activity, and industry opportunities to maximise sales potential.
- Represent the estate at networking events, exhibitions, and industry functions.

Essential criteria

- 4+ years' proven experience in event sales, preparation and delivery within the hospitality, events or hotel sector
- Strong commercial awareness and target focus
- Excellent organisation and diary management skills
- Hands-on, proactive and naturally relationship-driven



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- Confident communication, negotiation and relationship-building ability
- Experience managing enquiries and CRM/database systems
- Passion for delivering exceptional guest experiences
- Fully proficient in Excel, MS Office and IT
- UK driving licence
- Eligible to work in the UK

Desirable criteria

- Knowledge of the Northern Ireland/Ireland wedding and events market
- Third level qualification

What is on Offer

- Competitive salary
- Career progression opportunities
- Dynamic and fast-paced environment
- Supportive team culture
- Private health benefits

To apply, please send your CV and a cover letter explaining how you meet the criteria of this role to recruitment@magheramorneestate.com by Friday 3rd July.

Magheramorne Estate is an Equal Opportunity Employer.