

ZipZone Outdoor Adventures



Job Title:	Group Sales Manager	Job Category:	Sales
Fax or E-mail: Please email lori@zipzonetours.com Subject line of email should read – “Group Sales Manager Applicant” Or Fax: 888-557-3309		Mail: ZipZone Columbus, LLC Attn: Human Resources 900 Hard Rd. Columbus, OH 43235	
Job Description			
<p>ZipZone is growing, and we’re looking for an energetic, fun-loving adventurer to join the team as our Group Sales Manager. ZipZone Outdoor Adventures has been in operation since 2012 and is in the process of adding an Adventure Park to our program Summer 2017. Owners Jerrod and Lori Pingle have years of experiencing in training staff, performing safety inspections, and consulting for zip line tours around the nation. ZipZone maintains a philosophy of environmental protection and conservation, incorporating eco-friendly building techniques in our construction.</p> <p>You will be an integral part of bringing thrill-seekers to ZipZone, tackling all group sales & marketing in Columbus and beyond. You must be a people person, with superior communication skills. Exploring the great outdoors is your jam, and there’s nothing you love more than getting others out in nature. You know how to have a good time, but always keep it organized and professional.</p> <p>Your responsibilities include:</p> <ul style="list-style-type: none"> • Maintaining group sales lead records • Driving group sales opportunities • Proactively seeking new group sales opportunities • Providing weekly new group sales reports to the owner • Coordinating group logistics with Manager, Office manager and Supervisors • Planning, coordinating and carrying out special events • Following up on guest deposits and payments • Solving problems that arise with large group bookings, scheduling and customer service • Greeting and overseeing the group experience <p>Desired Qualifications:</p> <ul style="list-style-type: none"> • Four year degree required • Marketing or other related major a plus. • 2 years experience in sales and/or marketing. <p>This salaried position is full-time, year-round, and hours of work will vary.</p>			