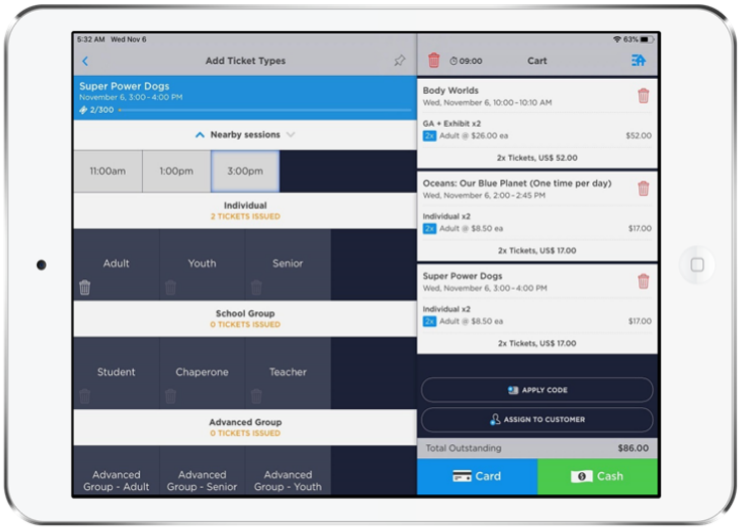
Sales Executive (Timed-Entry)

We are looking to recruit a Sales Executive to promote and sell our ground-breaking timed-entry ticketing system to attractions, galleries and museums across the UK



About Us

TixTrack (www.tixtrack.com) is a specialist software house and service provider dedicated exclusively to live entertainment ticketing.

We provide cutting-edge Cloud-based mobile-first technology and serve Clients across four continents and twenty different territories, who collectively sold c. $500m of tickets in 2019.

Formed in '08 and headquartered in California, TixTrack has over 30 full-time employees based across the US, UK, Armenia and New Zealand - including specialist developers, UX designers and data analysts.

We developed and launched Nliven, the World's first mobile-first ticketing system, in September '15, and set up our UK operation in May ’16. Nliven is currently deployed across seven West End theatres (Nimax Theatres and the Shaftesbury Theatre) and serves additional UK theatres, ticket agencies and rights holders.

TixTrack has also developed a modern API-based timed-entry ticketing system for museums, galleries and visitor attractions, called Ticketure. Ticketure is successfully deployed across 50+ venues in the United States including The Guggenheim in NYC, The National Gallery of Art in DC, and MSI Chicago. Ticketure has recently been introduced to the UK and is currently being installed at two sites, with several additional prospects under negotiation.

About the Role

We are looking to recruit a Sales Executive to spearhead the promotion and sale of our Ticketure (Timed-Entry) ticketing system across the UK.

This is a permanent full-time position, and the successful candidate will be permitted to work from home and from TixTrack’s offices in Covent Garden, Central London, at their discretion.

20 days of paid holiday p.a. (rising by one day per year for five years), plus UK Bank Holidays.

Annual salary of £50,000.00, plus 8% Commission of first year revenues.

Reporting directly to our Co-Founder and Chief Revenue Officer, Michael Arya, based in Los Angeles, we are looking to recruit a disciplined and self-motivated individual with a proven track

record in the successful promotion and sale of timed-entry ticketing systems to UK visitor attractions.

We would expect the selected candidate to have an existing network of contacts at prospective organisations alongside the ability to establish and pursue new contacts from scratch.

Responsibilities will include:

- Researching, establishing and maintaining an extensive network of prospective organisations (size, requirements, current supplier/term, key personnel, pain points/opportunities etc.) in a format that can be recorded and shared with Senior Managers via HubSpot CRM.
- Actively promoting TixTrack and Ticketure to prospective clients and engaging in extensive sales pitches, site visits, live demonstrations (both in person and online), and contract negotiations.
- Providing detailed reports of all communications, the progress of all sales pitches, potential revenues from each prospect, actual sales and projected targets.
- Constantly appraising all of the features and capabilities of Ticketure including all reporting capabilities and all new features released on a fortnightly basis in order to present them to prospective clients.
- Maintaining a demo system of Ticketure to address the needs of the UK market, and adapting and customising this for specific prospects.
- Attending trade shows and industry events in order to pitch and network.
- Feeding back to Head Office comments and concerns from prospective clients and qualified suggestions for system improvements.
- Liaising and maintaining good relations with TixTrack departments such as Business Development, Client Support, Development, Marketing, Accounts and Legal.

About You

You must have had at least one year's experience in the promotion and sale of timed-entry ticketing systems to UK visitor attractions and must provide evidence of your success to date within this field.

You must be a self-starter and looking to take responsibility for the success of this new sales effort.

You should have excellent organisational and communication skills - both written and verbal.

You should possess a genuine interest in both the visitor attractions sector and new technologies and have an aptitude for learning about new programmes and acquiring new skills.

You should be confident, outgoing and ambitious.

You must demonstrate the potential to become an excellent ambassador for TixTrack.

Procedure

To apply for this role please send a full CV and covering letter via email, with a subject line of: 'UK Sales Executive (Timed-Entry) (*your name*)', to **careers@tixtrack.com**

Please include details of previous roles and responsibilities and any notable achievements.

Please also provide a UK telephone number, your current notice period, and a list of referees, or references.

All interviews will be conducted via Zoom Call or in person in Covent Garden.

The closing date for applications is Wednesday 28th July 2021.