



CLUB *thinking partners*

GREATHORSE – Hampden, Massachusetts

Catering Sales Director

GREATHORSE is private full-service country club located in Hampden, Massachusetts between Springfield, Massachusetts and Hartford, Connecticut. The Club has recently undergone extensive renovations and enhancements throughout the property that include a new high-end social event catering facility. This premier venue will be open year round and available to the public. The building has capacity for up to 300 guests with 12,000 sq.ft. of indoor space and 3,000 sq.ft. of outdoor space. The private veranda offers scenic views of golf course and the Berkshire mountains. Additional amenities for this venue include: a wedding suite; wood burning fireplace; and wedding garden with a waterfall feature and gazebo.

The Catering Sales Director reports to the General Manager and will look forward to working with the entire management team to coordinate events and promote the catering facilities to drive event sales. He/she will be responsible for all private event sales as well as all administrative and operational aspects of the events. The Catering Sales Director oversees the entire event booking process from the initial inquiry and property tour, through to the booking, execution, event billing and post-event follow up. The Catering Sales Director will be expected to be on site for events and work with all department heads to ensure event information is disseminated effectively to all involved staff members.

The Club is seeking a highly motivated self-starter with 5+ years in event sales and management. He/she must be aggressive in targeting and securing new business and establishing GREATHORSE's catering facility as the premier, high-end special event venue in western Massachusetts.

The Catering Sales Director must be an excellent listener with a consultative sales approach and excellent communication skills, both written and verbal. He/she must be personable and have a polished demeanor, excellent customer service skills and the ability to converse and interact with a sophisticated and discerning clientele. Also highly beneficial will be a professional network in the hotel and club network as well as community social circles to stimulate catering event business. An impeccable eye for detail and strong organizational skills are also vital characteristics of the successful candidate.

Candidates must be willing and able to work a varied schedule that may include early mornings, nights, weekends and holidays.

Compensation: The Club will offer a competitive compensation plan, along with standard benefits and perks.

Interested and qualified candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration at <http://denehyctp.com/submissions/>. To recommend a candidate or request additional information, please contact either Alison Savona or Barbara McAuliffe at 203.319.8228 or by email at alison@denehyctp.com or barbara@denehyctp.com.

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