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IS DISTINCT**

Daytona Motorsport is recruiting for a: **SALES EXECUTIVE**

Job Title: Sales Executive

Job Location: Daytona Sandown Park, Esher, Surrey

Reporting to: Group Sales Manager

Place in Organisation: Group Sales Team

Salary: £40,000 OTE (£25,000 basic)

Hours: Full time, five days a week, including one weekend day per week

MAIN PURPOSE OF JOB

To generate sales and convert inbound enquiries for events at Daytona venues. The Sales Executive will work closely with the rest of the sales team and wider venue operations team to maximise venue bookings, generate repeat business and ensure excellent customer service from the first point of contact.

GENERAL RESPONSIBILITIES

Sales Conversion

Handle inbound and outbound sales enquiries—via phone, email, and in person—converting them into bookings and upselling where possible.

Client Relationship Building

Develop and maintain strong relationships with corporate clients, schools, clubs, and individual racers to drive repeat business and loyalty.

Lead Generation

Actively seek and pursue new sales opportunities through outbound outreach, networking, and prospecting initiatives.

Event Booking & Coordination

Work closely with the Operations and Events teams to ensure customer expectations are met and exceeded from initial enquiry to event delivery.

CRM & Reporting

Maintain accurate customer records in our CRM system and provide regular sales reports and pipeline forecasts to the Group Head of Sales.

Trackside Sales Support

Assist with on-site sales opportunities and registration at major events, championships, and corporate functions.

Target Achievement

Consistently meet or exceed monthly and quarterly revenue targets.

Product Knowledge

Develop deep knowledge of Daytona's venues, experiences, and competitive advantages to effectively tailor sales pitches.

Team Collaboration

Work collaboratively with Marketing, Operations, and Customer Service teams to ensure a seamless end-to-end customer experience.

DESIRED ATTRIBUTES

- Proven experience in sales, preferably within events, leisure, or hospitality sectors
- A confident, persuasive communicator with strong interpersonal skills
- Results-driven with a hunger to exceed targets and earn commission
- Organised and self-motivated, with excellent time management skills
- Comfortable working in a fast-paced, customer-facing environment
- Passion for motorsport a bonus, but not essential

Daytona is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

HOW TO APPLY

To apply, please send your CV and a covering letter to careers@daytona.co.uk quoting the job reference **SESP**
