

SRT is looking for a dynamic individual to take on the role as

Sales Associate (Full-time)

At Singapore Repertory Theatre, we don't just produce high-quality theatre productions and learning programmes, we enable great storytelling that creates magical moments for the audiences. As one of the leading English language theatre producers and presenters in Asia, we are looking for a results-driven Sales Associate with a passion to connect art education and theatre experiences in the lives of our customers. The ideal candidate thrives in a challenging fast-paced environment and is zealous about building strong relationships and is deeply empathetic to the needs of our customers. You should have strong communication and interpersonal skills, a collaborative mindset and the ability to work independently to meet revenue and business objectives.

Responsibilities

- Meet with clients (schools, groups and corporates)
- Identify key selling points or value proposition and prepare a sales pitch
- Present products (upsell and cross-sell – integrated/holistic programmes from SRT)
- Be proactive and initiate relationship-building with clients
- Establish new business contacts
- Maintain accurate records
- Attend trade exhibitions and conferences
- Review sales performances regularly
- Work towards quarterly targets with monthly reviews
- Track sales meetings and provide weekly reports

Qualifications

- Ability to sell products and programmes
- Self-motivated and driven by targets
- Customer service skills
- Ability to work well with others
- Ability to use your own initiative
- To be thorough and pay attention to detail
- Good verbal communication skills
- Bachelor's degree in a related field (Business/Communications/Marketing/Arts Theatre/Performing Arts)

If you are interested in progressing your career, this position represents a great opportunity for you to join us. Salary commensurate with experience. Please send your CV together with a cover letter to margaret@srt.com.sg