

SRT Sales Consultant

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 Consultant with a passion to connect arts 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 deeply empathetic to the needs of our customers.

You should have strong communication and interpersonal skills, a collaborative mindset and have 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 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 or equivalent

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. Only shortlisted candidates will be notified.

About SRT: Founded in 1993, Singapore Repertory Theatre (SRT) is one of the leading English language theatre producers and presenters in Asia. In addition to its repertoire of original musicals like *Forbidden City: Portrait of an Empress*, the company has produced several critically acclaimed plays including *The Pillowman*, *Disgraced* and most recently *Caught*. SRT was the first Singaporean theatre company on Broadway in 1998 as Associate Producer of *Golden Child*, which went from Singapore to New York and earned three Tony Award nominations. SRT's international collaborations include Royal Shakespeare Company's *King Lear* and *The Seagull* starring Sir Ian McKellen, Oscar-winning Sam Mendes' the Bridge Project (2009-2011) as well as 3 Titans of Theatre—a season of works directed by Simon McBurney, Yukio Ninagawa and Peter Brook. SRT produces the very successful Shakespeare in the Park season and is one of the biggest producers of children's theatre in Southeast Asia with shows like *The Cat in the Hat*, *The Ugly Duckling* and *The Three Little Pigs*. SRT is also very active in the local community with Learning & Engagement programmes that benefit thousands of young learners and educators underpinning a substantial investment in audience and talent development for the wider industry in Singapore.