

CINÉBISTRO

MOVIES WITH TASTE®

Sales & Event Manager-Cary, NC

Love the restaurant business, but are tired of working for the same stale concepts? Introducing something completely new and exciting.... CinéBistro, A Restaurant That Shows Movies.

Picture upscale and creative American Bistro cuisine developed by our Executive Chefs using only high-quality, locally-sourced ingredients whenever possible. Accompanied by an extensive collection of wines and Hollywood-inspired cocktails, CinéBistro creates a dinner-and-a-movie experience like no other. Friendly and knowledgeable staff provide seat-side service in the movie auditoriums, while guests relax in pampered comfort in over-sized leather seats, complete with attached individual dining tables. The CinéBistro experience includes all of this and much more in an ambiance of style and sophistication. Our cozy bar and lounge is always a favorite spot for guests, even if not seeing a movie.

CinéBistro became a reality five years ago when we opened our flagship location in Miami, Florida. Since, additional locations have opened in Wesley Chapel, FL, Tampa, FL, Orlando, FL, Vail, CO, Hampton, VA, Richmond, VA, And Atlanta, GA. Future expansion plans include nationwide growth. We are looking for only the best restaurant industry professionals to join our team.

CinéBistro OPENING SOON at Waverly Place is currently accepting resumes for:

Sales & Event Manager

Responsibilities include but are not limited to:

- Developing and cultivating relationships with event planners, concierge staff, convention bureau personnel, and other potential direct or indirect clients to position CinéBistro as the choice venue for special event engagements
- Developing and maintaining all necessary marketing materials/sales kits/event portfolios needed to promote bookings
- Developing and executing sales strategies to insure maximum market penetration and achievement of event-based sales goals
- Developing event proposals culminating in signed contracts, which are within client's budget, reflect client's goals and objectives, and provide profit opportunity for the Company
- Managing events from beginning to end, from initial inquiry through successful event completion and client follow-up
- Creating, maintaining, and distributing sales activity reports, sales revenue reports, calendar of events and other reports as directed by the Company
- Obtaining feedback from clients following event completion

Working for CinéBistro comes with a lot of entrepreneurial responsibilities and really great perks:

- Highly competitive compensation benefits
- Health, dental, vision insurance
- Life and disability insurance
- 401(k) with employer matching
- Free movies and meal privileges
- Professional career development opportunities based on performance

Qualifications:

- Minimum 2-3 years of experience in the food and beverage industry in a sales and/or event management capacity within the local area marketplace
- Prior upper casual front of house restaurant management experience highly beneficial
- Successful track record in building new business, as well as maintaining long term client relationships
- Commitment to representing CinéBistro and him/herself with the highest level of integrity and professionalism at all times
- Ability to negotiate and close sales
- Basic knowledge of Microsoft Word, Excel and Outlook and general understanding of Point of Sale systems
- Organized, self-managing and directing
- Valid driver's license and willingness to use personal vehicle for sales related activities
- Ability to meet criteria for criminal, MVR, and credit background checks
- Maintain liability and comprehensive automobile insurance
- Ability to work long hours, nights, weekends, and all holidays as required by General Manager

If you are interested in a career opportunity with CinéBistro, please submit a resume and cover letter, including salary history to salescarync@gmail.com. EOE.

CinéBistro is proud to be the recipient of several culinary awards: Taste of South Tampa, Atlanta Jezebel Magazine 100 Best Restaurants, People's Choice Award Winner, Taste of Hampton and noted as one of the Top movie theatre for food lovers by Bon Appétit magazine.