



GOODWOOD

Role

The **Mobile Concessions Executive** role will be part of the Entertaining and Hospitality Department and will report to the Events' Food and Beverage Manager.

About us

At Goodwood, we celebrate our 300 year history as a quintessentially English Estate, in modern and authentic ways delivering extraordinary and engaging experiences. Our setting, 12,000 acres of West Sussex countryside and our story both play significant roles in Goodwood's success. What really sets us apart is our people. It is their passion, enthusiasm and belief in the many things we do that makes us the unique, luxury brand we are.

Passionate People

It takes a certain sort of person to flourish in such a fast-paced, multi-dimensional environment like Goodwood. We look for talented, self-motivated and enthusiastic individuals who will be able to share our passion for providing the “**world's leading luxury experience.**”

Our Values

Real Thing

Always inspired by Goodwood's heritage

Derring-Do

Daring to surprise and delight

Obsession for Perfection

Striving to do things *even* better

Sheer Love of Life

Sharing our infectious enthusiasm

Purpose of the role

Mobile Concessions

To source appropriate mobile concessions for all headline and other events (including breakfast clubs), liaising with stakeholders to ensure that concessions are on brand and fit particular themed events. In addition, ensure the quality and choice of food and beverage is not compromised, whilst working with concessionaires to maximise customer experience, reduce queuing and increase spend per head.

Key responsibilities

- To source and site appropriate mobile concessions for all headline events, including breakfast clubs;
- Enthusiastically attend other events to keep on top of food trends and concession operators;
- Always ensure that company standards are maintained within the company's systems, to enable accurate data capture for management information and future business decision purposes;

- Ensure that all sponsorship requirements are fulfilled and delivered in line with contract at each event;
- Guarantee rapid customer responses and efficient handling of queries;
- Liaise with key internal stakeholders and external authorities to deliver key business objectives;
- Account manage individual concession operators and ensure they are adhering to brand standards and guidelines across all events;
- Manage all invoicing and financial reporting relating to the mobile food concession business.

Qualities you will possess

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| <ul style="list-style-type: none"> • Passion for what you do • Positive and friendly with a “can do attitude” • Attention to detail • Ability to prioritise and organise • Proactive | <ul style="list-style-type: none"> • Take responsibility for yourself • Confident to make decisions and to stand by them • Good negotiation and influencing skills • Excellent communicator • A sense of fun! |
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What do you need to be successful?

- A proficient knowledge of the Microsoft Office package including Excel and Outlook;
- Experience of using Delphi and Talent packages would be desirable.

Each role is assigned a level against our expected behaviour. Your role levels are set out below.

BEHAVIOUR	LEVEL
Think Customer	2
Communication & Trust	2
Taking Personal Responsibility	2
Encouraging Excellence & Commercial Success	2
Working Together	2