




## Corporate Sales Manager & Event Host

 **Location:** London / Remote |  **Duration:** Full-time  
 **Salary:** £35,000 base (£50,000 OTE + Uncapped Bonus)

---

### About Avva Experience

Avva Experience provides the very best **virtual, hybrid, and in-person experiences** for corporate team-building, celebrations, and events. With hundreds of hand picked options, we're committed to being **#1 for choice and quality**.

Founded in **2018**, we're rooted in the science that shared experiences **build connections and promote happiness** in people. . We now operate in both the **UK and US**, trusted by **2,000+ companies**, including Google, Amazon, TikTok, Deloitte, and BlackRock.


We're a **fast-growing, high-energy team** with big ambitions. If you're looking for a **dynamic role, rapid career progression, and a chance to shine in both sales and event hosting**—keep reading!

---



### The Role: Sales & Event Hosting

This role is a **blend of sales and live event hosting**. You'll:

- ✓ **Manage inbound sales enquiries**, convert leads, and grow corporate client relationships.
- ✓ **Host engaging team-building events** (both virtual & in-person) as a lead presenter.
- ✓ **Collaborate on marketing efforts** to enhance sales performance.

 **Time Split:** ~75% Sales | ~25% Hosting (varies seasonally).

This role is ideal for:

-  **Actors/Presenters** looking for full-time employment in a corporate setting.
  -  **Sales Managers** with a background in performance or public speaking.
- 

### Your Responsibilities

#### Event Hosting (25%)

- Host **~200 virtual and in-person events per year**, including Game Shows, Quizzes, Murder Mysteries, and Escape Rooms.
- **Perform in character** for immersive experiences.
- **Deliver virtual events from home** (all tech provided).
- **Travel for in-person events** at offices/venues across the UK.
- Provide **feedback to improve event quality**.

#### Sales & Client Growth (75%)

- **Manage inbound enquiries** and convert leads into bookings.
- **Own the sales process**, from first contact to closing the deal.
- Build and nurture **long-term client relationships**.
- **Achieve sales targets** (commission-based incentives).
- Maintain and optimize our **sales CRM**.

## Marketing & Sales Optimization

- Working with other **team members** to improve the number of enquiries we receive and our sales conversion rate.
- Work with our **videographer** to create sales videos.
- Support our **SEO manager** to improve website page performance.
- **Update sales catalogues & website listings** to reflect seasonal offerings and changes.

---

## What We're Looking For

For this role, we believe that attitude and mindset are more important than experience. We're looking for the right person who will succeed in our fast paced and high achieving company.

### Must-Have Skills & Experience:

- **Sales experience** (B2B or corporate events preferred, but not essential).
- Target-driven with **strong negotiation & closing skills**.
- Exceptional **client service & relationship-building** skills.
- **Confident performer** – comfortable hosting events and playing character roles.
- **Virtual event hosting experience** (preferred, but not essential).
- **Ability to drive in the UK** (for in-person events).
- **Based in or near London** (1-2 days per week in our office).

### Bonus Points For:

- Experience in **corporate events or team building**.
- Familiarity with **SEO, sales video production, or marketing tools**.

---

## What We Offer

### Salary & Growth

- £35,000 base salary + commission (OTE **£50,000+** in Year 1).
- **Uncapped bonus potential** for exceeding targets.
- Inclusion in the **company share option scheme**.
- **Clear progression path** in a fast-growing company.

### Work-Life Balance & Flexibility

- **Hybrid working** (1-2 days per week in our Central London office).
- **Remote-friendly** with a full **WFH tech setup** (MacBook provided).
- Standard **Mon-Fri, 10am-7pm** hours (with flexibility for event hosting).

 **Culture & Perks**


- A **passionate, dedicated, and fun** team environment.
- **Tech discounts, cycle-to-work scheme & more.**
- **25 days holiday + bank holidays.**
- **The office closes between Christmas & New Year** (bonus 3-5 extra days off!).

---

## How to Apply

 **Email the following to [careers@avaexperience.com](mailto:careers@avaexperience.com)** including the job title in the subject line of the email

1. **60 seconds video** on why you'd be a great fit for this role
2. Your **C.V.**
3. A **cover letter**

We can't wait to hear from you! 

---