



JUBILEE SAILING TRUST
changing lives

MARKETING AND SALES SUPPORT MANAGER

Location: Southampton

Salary: Dependent on experience

Would you like to work for a progressive charity that transforms lives and is currently going through an exciting period of transformation and international expansion?

The Jubilee Sailing Trust (JST) is a registered charity that provides life-changing adventures to people of all physical abilities aboard two very special tall ships, Lord Nelson and Tenacious.

The JST is known and respected throughout the world. It has been accredited to the United Nations for its work on the Rights of Persons with Disabilities, making it one of very few organisations so recognised worldwide. The JST has vast experience, having taken huge numbers of people to sea, of all abilities, and in all weathers.

This is an opportunity for you to have a life changing adventure of your own by playing a leading role as part of a fast moving, dynamic team based in Southampton.

Job Responsibilities

Heading up the marketing and public voyage sales functions, you will work with the Senior Leadership Team to design, and then deliver, the marketing strategy for the organisation with the aim of delivering the Trust's mission, and maximising ship occupancy and voyage income. You will aim to maximise the ROI of all marketing investments/activities and make business cases for all activities.

You will work to enable the Sales organisation through the management of consistent process, methodology and tools, designed to maximise effectiveness and revenue for the Trust. This includes, but is not limited to, management of the sales pipeline and order book, and provision of commercial support during contract negotiation. Your role will require you to work with the voyage sales team to create clear action plans per voyage, incorporating targeted marketing tactics and sales support materials.

The Successful Candidate

The post-holder will be passionate about the JST Mission and about providing positive life-changing experiences and will be a true ambassador for inclusiveness and diversity. Success in this role will require proactive collaboration and teamwork across the entire organisation.

You will have strong marketing and income generation experience. You will have excellent client and stakeholder management skills and be highly motivated to exceed targets, and to support their team to as well.

Jubilee Sailing Trust, 12 Hazel Road, Southampton, Hampshire, SO19 7GA

Tel: +44 (0) 2380 449108 Web: www.jst.org.uk

Registered in England and Wales: 01694447 Registered Charity: 277810 Patron: HRH The Duke of York, KG



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Essential Requirements

- Degree Educated
- Relevant marketing qualification or qualified by experience
- Previous experience of working in a marketing manager role
- Excellent knowledge of digital marketing platforms
- Some sales operations experience in accordance with the defined scope of responsibilities
- A track record of successful project delivery
- Excellent leadership skills with strong team management experience.
- Strong written and verbal communication skills; communicates proactively and effectively and works collaboratively across all teams

To Apply

Please send your CV and covering letter to jane@flexiblehrsupport.co.uk and include your salary expectations and availability/notice period within that letter.

A full job description is available on request.

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