



Hospice Lottery

- Job Title:** Lottery Sales Manager
- Location:** Office based at St Giles Hospice, Whittington 2 to 3 days per week  
Field based (Hospice catchment area) 2 to 3 days per week
- Salary:** Dependent upon experience
- Working Hours:** 37.5 hours per week worked flexibly to meet the needs of the business. Times generally within Mon - Fri 9:00-20:00. Sat - Sun 9:00-18:00  
Occasional weekend working in the field will be required.
- Closing Date:** 21 January 2019
- Interview Dates:** TBC

St Giles Hospice Lottery has an exciting opportunity for a Sales Manager to lead and motivate our established sales team to meet targets for new lottery sales. You will also manage the relationship with our external sales agencies and look for new opportunities for the promotion of our weekly lottery and other games.

We need a positive and compassionate individual with strong leadership skills and a proven track record of achieving targets within a sales environment.

Having rebranded and relaunched in 2017 and achieved our highest ever play number in 2018, our weekly lottery is at an exciting point. This post is of strategic importance to the future security of the hospice as we seek to maintain and grow lottery play numbers to secure future income and look for new income streams.

You need to be an excellent communicator and team player, but also with the ability to work on your own initiative with minimum supervision. A flexible approach to work with the ability to manage a varied workload and meet targets and deadlines is essential.

Supported by a Sales Administrator, the successful candidate will also need to be well organised, analytical and numerate, with good IT skills and the ability to report results and predicted outcomes in a clear and timely way.

#### **About us:**

St Giles Hospice provides high-quality, individual care for local people living with diseases and other serious illnesses, as well as support for their families and helpers. St Giles Hospice Lottery is a wholly-owned subsidiary of St Giles Hospice.

St Giles started a weekly lottery in 1997 and in 21 years has generated over £17 million to support the work of the hospice. We also run additional bumper raffles and other games. Our lottery funds the care of 1 in 10 hospice patients and its continuing success is underpinned by the support of the local community and the work and dedication of our lottery team.

#### **Further details:**

To find out more or have an informal chat please contact Alison Jerram, Lottery Manager on 01543 434027 or alternatively to apply please complete and return the application form to [hr@stgileshospice.com](mailto:hr@stgileshospice.com)

This post is subject to a Disclose and Barring Service (DBS) Check.

Applications received after the closing date will not be considered.

All correspondence in response to applications will be sent via email. Due to the number of applications received, it is not always possible to respond to every application. Therefore, applicants who do not receive a response within 14 days of the closing date should assume that they have been unsuccessful.

St Giles Hospice (Promotions) Limited T/A St Giles Hospice Lottery, Fisherwick Road, Whittington, Lichfield, WS14 9LH. Company limited by guarantee 3238435. Wholly-owned subsidiary of St Giles Hospice Registered charity 509014. Company limited by guarantee 1430090.