

Head of Events & Venue Hire

Lead the vision. Drive the revenue. Deliver exceptional events.

We are looking for an ambitious, commercially driven **Head of Events & Venue Hire** to take ownership of one of the museum's most important income-generating areas. This is a high-impact senior leadership role for a confident events professional who thrives on strategy, sales growth and five-star delivery.

Reporting directly to the CEO and sitting on the Senior Leadership Team, you will shape and deliver a compelling venue hire offer, grow corporate and organisational business, and ensure every event reflects the quality, ambition and reputation of the museum.

What you'll do

Shape the Strategy

- Create and lead an ambitious events and venue hire strategy aligned to the museum's mission and commercial goals.
- Maximise revenue, profit margins and return on investment through smart planning, pricing and financial management.
- Drive forward planning of the events programme, working closely with Learning & Engagement to ensure alignment.
- Own departmental budgets and P&L, identifying opportunities for efficiency, growth and innovation.

Drive Sales & Partnerships

- Develop and deliver a proactive sales plan that increases bookings, repeat business and upselling opportunities.
- Build strong, long-term relationships with corporate clients and key stakeholders.
- Work closely with the Marketing team to deliver compelling, targeted campaigns.
- Unlock cross-selling opportunities through collaboration with Silverstone Circuit, Hilton, Silverstone Business Park and the wider motorsport and F1 community.
- Develop a pricing strategy that balances commercial performance with excellent client value.

Deliver Outstanding Events

- Oversee the end-to-end delivery of high-quality client events, ensuring flawless execution every time.
- Coordinate closely with Visitor Experience, catering partners and external suppliers to ensure seamless delivery.
- Champion five-star presentation, service and attention to detail across all venues.
- Ensure full compliance with health & safety, statutory and museum policies.
- Be the ambassador for exceptional customer service, resolving issues quickly and professionally.

Lead & Inspire

- Lead, motivate and develop a high-performing events team with empathy, clarity and ambition.
- Set clear goals, manage performance and support individual development and progression.
- Work with HR to identify skills gaps and deliver meaningful training and development.
- Bring entrepreneurial thinking to the role, spotting and developing new commercial opportunities.
- Actively contribute to the Senior Leadership Team, supporting the museum's wider strategic success.

About you

You will be a confident, commercially focused events leader with a strong track record in venue hire or corporate events. You'll be comfortable operating at senior level, managing budgets and P&L, leading people and delivering premium client experiences. Most importantly, you'll bring energy, creativity and drive to everything you do.

Why join us?

This is a rare opportunity to shape a flagship venue hire offer within a high-profile, fast-paced and inspiring environment. If you are motivated by growth, leadership and delivering unforgettable events, we'd love to hear from you.

To apply for this role, please send your CV to recruitment@silverstonemuseum.co.uk