

Exhibition Sales Manager

Job Description:

An exciting opportunity to join a rapidly growing events company based in Hove offering fantastic earning potential, flexible hours and international travel.

We are looking for talented sales people to join us and sell exhibition space and sponsorship at international events – with fantastic chances of career progression and an uncapped commission structure, this is the perfect job if you are looking to progress in your sales career. Experience in business to business selling is essential but you do not need to have worked in the exhibitions industry previously.

Reporting to the CEO, the Exhibition Sales Manager will be responsible for driving a targeted sales campaign, calling senior decision makers from technology companies around the world and building market leading events.

Role and Responsibilities:

- Building and managing a constantly developing list of relevant leads of potential exhibiting companies.
- Managing and updating company CRM system (Salesforce).
- Introducing and pitching the exhibition to senior decision makers from SME's to global corporations through cold calling.
- Objection Handling.
- Managing potential exhibitors through the sales funnel.
- Face-to-face sales with domestic and international travel to third party events.

Key Attributes:

- The ideal candidate will be entrepreneurial, driven and extremely persuasive. A people person who is sensitive to cultural differences.
- Experience in a telephone-based sales role is essential, along with an excellent telephone manner.
- The role would suit someone with high aspirations of significant earnings, looking to progress in a sales career.
- Self motivated and incredibly well organised.
- Be resilient and comfortable talking with senior decision makers, company CEO's and managing directors.
- Strong written communication is essential