

Senior Exhibition Sales Executive

North County Dublin

Salary: commensurate with experience

Contract: Permanent full-time

Applications to: louise.mclough@eventhaus.ie by 2nd July 2021

Overview:

A new and exciting opportunity has arisen within our Company. Working with a range of high-profile professional trade associations and industry partners, we operate various industries, managing their trade exhibitions. We are passionate about running these exhibitions whether large or small, business or consumer, based in Ireland or further afield and wish to hire a Senior Sales Executive who can hit the ground running. The successful candidate will be expected to work across our full Exhibition Portfolio in Ireland and abroad in exhibition stand sales. If you feel you have what it takes to work with this dynamic and growing company, we would like to hear from you.

As a sales professional you will be presenting and selling exhibition solutions to new and existing customers.

- Managing enquiries from clients via phone, online, and face to face
- The position will involve working in the office and visiting clients
- Identify and pursue sales opportunities
- Present the full range of opportunities for each event
- Attend events in Ireland and overseas, as required
- Provide accurate pricing in line with targets
- Research companies and individuals to identify new prospects using websites, industry publications and cold calls
- Build relationships to encourage repeat business
- Follow up on contracts and all after sales paperwork
- Exceed your KPI's
- Some weekends and evenings included during exhibitions and for networking.

Skills & Experience

- Extremely sales focused and driven to exceed your targets
- CRM experience
- Experience in PowerPoint, Excel and Microsoft.

Personal Requirements – The successful candidate will:

- Have 5 years + sales experience
- Be Educated to degree level or comparable experience
- Have the ability to build a natural rapport with people
- Be a team player who is enthusiastic, bright and has a can-do attitude
- Have the ability to think on their feet in a competitive market
- Have the confidence to talk to key decision makers
- Have a good telephone manner
- Have Sales experience in B2B or exhibition sales
- **Sales Executive Skills and Qualifications:** Negotiation & Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales