

## Job Description

Headquartered in London, Global Event Partners is a dynamic international event organiser, specializing in conferences and exhibitions across a broad range of countries and industries. We are a cutting-edge company providing first class platforms for business growth and whilst small in number we are affiliated to dmgevents the largest event organising company in the world. We have main offices in London and Cairo and a number of representatives and partner offices strategically located around the world.

We are looking for high quality professional sales people who like us are enthusiastic, dedicated and with a drive to succeed.

We have a growing stable of products that are Government-backed or initiatives offering the potential for great personal satisfaction and importantly of great benefit to your clients. We provide the opportunity for you to grow with our business and to develop your ideas and skills.

### Main duties:

- Selling sponsorship and exhibition spaces at our events using the available database resources
- Selling delegate places to senior executives around the world
- Selling directly over the telephone and face-to-face
- Researching, organizing and developing new leads for potential business
- Providing regular (weekly & monthly or as required) detailed activity reports
- Working closely with the Managing Director to develop the sales strategy for the events under your portfolio, including target setting
- Working with the entire project team to ensure that sponsor and exhibitor requirements and expectations are met
- Building strong customer relations with clients to ensure repeat and ongoing business
- Keeping up to date with industry publications relevant to the topic areas and audiences of your assigned conferences to be aware of industry and news updates that may impact sales or the overall event(s)
- Being aware of competing events to gain knowledge and make recommendations for the unique selling points of each event
- Adopting the role of figurehead of the project and where necessary lead the event
- Assisting the conference producer with speaker suggestions for the conference programmes
- Travel and assisting on site at events whenever required

### Skills, Experience & Attributes:

- Enthusiasm for the role and your company
- 3 years' experience in a previous sales role preferably in the events sector
- Enjoy the art of being a top level sales person
- Embrace different cultures and developing relationships with people
- Personable manner on the telephone and in front of clients
- Have the ability to listen to ensure that our products meet the needs of your clients
- Be self-driven and yet be part of a team
- Fluent English written and spoken
- Have the drive to constantly over-achieve