

Delegate Sales Executive

WHAT WE ARE LOOKING FOR:

We are looking for candidates that want to develop their career in sales are motivated by potential of uncapped commission (in addition to the base salary), understand the value of a highly structured training and development programme, a strong culture of coaching and support, balanced with the autonomy that allows strong sales skillsets to flourish.

QUALIFICATIONS AND SKILLS:

You will be an excellent communicator, active listener and persuasive negotiator, and a self-starter with a willingness to learn.

- Upper 2nd Class/ First Class Honors Bachelor's degree level education
- Confidence and strong negotiation skills.
- Proficient knowledge of Excel, Microsoft Word.
- Excellent phone manners and professional demeanour.
- English Fluency, UK based essential

KEY RESPONSIBILITIES:

- You will be working on 2-3 campaigns at a time. Joining a campaign team 16-12 weeks out from conference date with events in various industries (Beauty, Pharmaceuticals, Health, Technology, Artificial Intelligence, Agriculture) and geographies (London, New York, San Francisco, Boston, Amsterdam, Sao Paolo, Hong Kong, China etc).
- Your day-to-day responsibilities include delivering delegate attendance/ revenue at each of our conferences
- Understanding the programme/agenda/market dynamics (based on multiple briefings from our research team and market insight garnered from your own calls) and be confident discussing new topics
- Calling/emailing/connecting with prospective delegates, including senior leadership from Fortune 500, Multinationals, Investors, Academics and Start-ups
- 70% of your communication/ outreach will be with inbound leads (generated by the marketing team), plus past customers who have already attended our events in previous years.
- 30% of your outreach will be from personal research/cold calling/emailing/(data builds)
- Achieve sales targets for our events
- Achieve agreed KPIs around pipeline management
- Proactively developing new contact relationships - Upselling/cross selling delegates to other events in the business
- CRM Management (Salesforce) and accurate and timely reporting of weekly and monthly sales performance to the Sales Manager
- Collecting market intelligence to feedback to the wider team and help inform/ drive the success of your own campaign