

## **Job Description**

**Job Title:** New Business Sales Executive (Italian speaking)

**Reports to:** Head of New Business Development

## **The Company**

Reed Exhibitions (RX) is in the business of building businesses for individuals, communities, and organisations. We elevate the power of face-to-face events by combining data and digital products to help customers learn about markets, source products and complete transactions at over 400 events in 22 countries across 43 industry sectors. RX is passionate about making a positive impact on society and is fully committed to creating an inclusive work environment for all our people. RX is part of RELX, a global provider of information-based analytics and decision tools for professional and business customers. [www.rxglobal.com](http://www.rxglobal.com)

RELX is a global provider of information-based analytics and decision tools for professional and business customers. The Group serves customers in more than 180 countries and has offices in about 40 countries. It employs over 33,000 people, of whom almost half are in North America.

Mack Brooks has been acquired by RX in early 2019 and is going through an exciting integration phase. We are changing and implementing new practices, processes, and systems. We value our staff and are introducing new development programs. Our office is vibrant, multi-cultural and fun. We love organising shows!

Situated in the heart of St Albans City Centre, opposite St Albans Abbey in a beautiful grade II listed building, Mack Brooks Exhibitions is a leading international exhibition / trade fair organiser of business to business events. Established in 1965, the company is part of RX.

## **The Position**

We are growing our new business sales team and have several openings for dynamic and driven Sales Executive's focused on generating new business and growth across our portfolio of industry leading international events and products. Your role will be to immerse yourself in a range of industry sectors under the RX UK portfolio, secure new business and to hit and exceed targets. The ideal candidates will have experience selling across multiple industry sectors and have an ambitious, proactive approach.

Most importantly they will have a growth mindset, incredible attitude, strong work ethic and a desire to learn.

## **Key Responsibilities**

- Outlining a new business plan with defined targets and actively working towards achieving them
- Creating strategies and developing unique selling propositions to reach new business prospects successfully and secure meetings to present our offering
- Overseeing and supporting new business opportunities from beginning to successful outcomes
- Managing the new business pipeline by identifying and generating new leads
- Building relationships with new clients, understand their needs and working with functions across the business to develop new proposals to address them
- Attending conferences and events to build relationships with key prospects and industry bodies

- Participate in regular sales meetings with the senior leadership team to provide new business updates
- Work with wider team on any cross sales opportunities
- Proactive pipeline and revenue management including weekly and monthly reporting

**Ideal candidate profile:**

- Fluent Italian speaker
- Experience in sales and new business development, preferably experience of Value Based Selling
- Track record of winning significant new business from clients in a B2B environment, including digital
- Self-motivated, resilient, and confident sales professional with a determined, mature approach
- Ability to build relationships quickly and influence thinking
- Creativity and initiative in a sales environment
- Excellent communication skills, both verbal and written
- Strong team player
- Knowledge of Sales Systems (Salesforce would be desirable)

**We provide**

- Excellent working hours (35 h/week: Monday - Thursday 8.30 am to 4.45 pm incl. 1 hr lunch, 8.30 am to 4 pm on Fridays incl. 1.5 hr lunch)
- 25 days of annual leave (plus Christmas closure days in addition to the holiday entitlement)
- Pension
- Life Insurance
- Private medical cover
- Season Ticket Loan
- Gym discount

If you would like to apply for this position, please click the link below:

<https://jobs.rxglobal.com/job/new-business-sales-executive-italian-speaking>