

Job Description

Job Title: German-speaking Sales Executive
Reports to: Exhibition Sales Manager

The Company

Mack Brooks Exhibitions is a leading international exhibition / trade fair organiser and publisher of business to business events, within a range of engineering, transport, trade and technical sectors. Established in 1965, the company is part of Reed Exhibitions, a division of RELX Group. RELX Group is a global provider of information and analytics for professional and business customers across industries.

The Position

We have a new opening for a dynamic German-speaking Sales Executive to work on international events and spearhead the German sales. Your role will be to immerse yourself in a range of industry sectors under the Mack Brooks portfolio, secure new business and to hit and exceed set targets. The ideal candidate will have at least 6 months sales experience and have an ambitious, pro-active approach. You will need to be highly motivated and have a proven track record of meeting and exceeding sales targets.

Key Tasks

- Sell exhibition space to new clients and ensure sales targets are achieved
- Develop in-depth industry knowledge specific to your industry sectors
- Efficiently plan your time to ensure KPI's are met
- Generate new leads
- Stay abreast of trends in your sector to understand how this will impact your clients
- Ensure a great understanding of market developments whilst identifying and researching new growth area for sales
- Reporting to Exhibition Sales Manager

Skills, Knowledge, Experience:

- Highly motivated
- Great time management
- Strong telephone sales and closing abilities
- A spirit of innovation, fresh ideas and energy
- Proven creative aptitude with a passion for the business
- Excellent negotiation skills
- Proactive, responsive and able to work under pressure
- Strong interpersonal and organisational skills
- Computer literate

The duties and responsibilities in this job description are intended to be indicative but not exhaustive of the responsibilities of the postholder. As Mack Brooks develops, the requirements of the job may develop and change. The postholder will be expected to adapt to these changes.