

Job Description

Job Title: Sales Executive

Reports to: Head of Sales, China

The Company

The Mack Brooks Group are leading exhibition/trade fair organisers and publishers within a range of engineering, transport, textiles, trade and technical sectors, working internationally including in Europe, the USA, China, South-East Asia and India. Established in 1965 the company is privately owned, profitable and looking to expand its activities in China through the growth of exhibitions, by both new product and development and acquisition. The Mack Brooks China office is situated in Shanghai and is embarking on a significant growth plan.

The Position

We are currently looking to recruit a Sales Executive to sell all exhibition projects across events in China. A sales and marketing background is required although full training will be given for the right candidate. There is scope to take on more responsibility and grow with the company in China.

Key Tasks

- Exhibition sales; selling stand space to all new potential exhibitors and selling the concept of the show.
- Market research
- Sales presentation
- Monitoring of competitors' activities
- Database management
- Weekly and monthly sales report

The key characteristics of the right candidate will be:

- Proven intellectual, analytical, creative, with a passion for the business
- An outgoing personality
- A spirit of innovation, fresh ideas and energy
- A proactive approach

Skills, Knowledge, Experience:

- A proven sales and marketing background
- Good at presentation
- Computer literate
- An excellent attention to detail
- Strong interpersonal and organisational skills
- Good verbal communication skills for telephone research (Chinese and English)
- Ability to work to strict deadlines
- Positive thinking/ attitude

If you are interested in this role please submit your CV to:

daniel.shi@mackbrooks.com