

Exhibit Solutions Sales Manager

More information about this job:

Overview:

Responsible for selling rental exhibits, custom booth purchases / rentals, program management and other custom solutions for exhibitors or events.

Responsibilities:

- Identify and properly qualify business opportunities.
- Ability to achieve and/or exceed sales quotas.
- Develop and deliver concise, compelling sales messages, proposals and presentations.
- Prospecting via phone, e-mail, Social Media and networking
- Introducing prospective clients to capabilities, products and services
- Prospective client meetings to determine marketing/branding needs
- Working with internal teams to develop creative solutions
- Writing and presenting proposals
- Handling objections and closing sales
- Activating follow up to ensure frequent client interaction
- Managing projects with the assistance of an internal support team
- Participate in team meetings as required

Qualifications:

- Proven success record in consultative sales utilizing innovative sales strategies.
- Superior oral and written communication skills.
- Effective negotiation and closing techniques.
- Stellar prospecting and sales cycle management skills.
- Minimum 2 years of Proven experience/success selling trade show exhibits, events, or in a closely related field
- Technical knowledge/competence regarding creative services
- PC proficient: Microsoft Office Suite and internet search tools
- Strong sales skills and a proven success record
- Ability to interface with diverse audiences
- Proven communication, time management, and organizational skills
- Problem solving skills
- Demonstrated knowledge of cost margins as related to P & L
- Self-driven, determined, focused and motivated by sales success
- Ability to travel as necessary