

UK Office of a company promoting trade exhibitions worldwide is looking for a **French speaking Junior Account Manager** with a talent for account management and business development. This role is to manage projects for UK clients who will be buying space at International trade shows in France and as an account manager, you will have also to develop business relationships with them. You will support the sales team and then have the opportunity to take charge of own portfolio of clients. You will report to the Commercial and Sales Manager.

The role is based in North London, zone 5.

ROLE:

- Account managing existing clients
- Updating the database
- Identifying, qualifying new businesses
- Attending the relevant exhibitions in the UK in order to make contact with potential exhibitors
- Taking part in the commercial development of the company: events, exhibitions and commercial presentations, prospection tools
- Meeting clients in France and in Europe

PROFILE:

- Fluent French and English
- Educated to BA level in Business or similar
- One year proven B2B sales experience in the UK
- Excellent organisational skills and time management
- Excellent interpersonal and communication skills
- Strong analytical skills
- Result oriented
- Flexible and adaptable

SALARY:

£23k + commissions (OTE £30k)