

UK Office of a company promoting trade exhibitions worldwide is looking for an experienced **French speaking Sales Executive** with a talent for business development and account management. This role is to increase sales of event space at International trade shows in France to UK new customers and develop relationships with existing ones. You will report to the Commercial and Sales Manager.

The role is based in North London, zone 5 but the company will relocate to zone 2 within the end of the year.

ROLE:

- Identifying, qualifying and winning new businesses
- Account managing existing clients
- 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
- **Min 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-£24k/pa basic + commissions (£30k-£32k OTE)