

UK Office of a company promoting trade exhibitions worldwide is looking for an experienced **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 companies and to develop relationships with existing clients. The Sales Executive will report to the MD.

**ROLE of the Sales Executive:**

- 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:**

- Educated to BA level in Business or similar
- **Min one-year proven B2B sales experience**
- Excellent organisational skills and time management
- Excellent interpersonal and communication skills
- Strong analytical skills
- Result oriented
- Flexible and adaptable
- French will be a plus as well as previous experience in an international company

**SALARY:**

- £26k/pa basic + commissions (£30k-£32k OTE)
- Income protection
- 25 days holidays
- 3 days WFH