

Director of Business Development

The Company

ProGlobalEvents is a full-service event management agency that develops, designs and produces extraordinary corporate events that ensure our clients' success. A premier Silicon Valley company, ProGlobalEvents works with both emerging and established brands. We produce world class experiential events, including live, virtual or hybrid events, by utilizing a highly skilled and creative team augmented with a broad range of resources and alliances.

The Opportunity

As Director of Business Development at ProGlobalEvents you will be responsible for identifying and securing new business opportunities for our Events business. In addition to building your own book of business, you'll recruit and manage your own team of Business Development Managers to prospect and close business nationwide.

The Director of BD will be responsible for maintaining a new business pipeline, managing opportunities, responding to RFPs and delivering on sales targets. You will identify, qualify and present to potential clients with the intent of creating long lasting business relationships. You will work with the account, creative, strategy and support departments in these efforts. You will also help to onboard new clients and possibly lead the client effort for the first 90 to 120 days of the engagement.

You'll be successful in this role if you're able to:

- Build meaningful relationships within target accounts by industry – ensuring awareness of our value proposition
- Build and sustain key partnerships across our internal teams
- Contribute to the pipeline strength and applicable close rates for both new and existing clients in order to reach annual sales targets
- Maintain a high level of customer satisfaction, while ensuring ProGlobalEvents methodologies are deployed consistently and efficiently

About You

- College degree and/or 7+ years of new business development experience in the agency or marketing services world. Some experience with an experiential marketing agency as well as "selling a service" is also required.
- Networking, making connections and building relationships is what you were born to do. You are well-versed in prospecting and identifying opportunities to grow business with new and existing clients. You are a business development expert and have a knack for identifying business challenges and the action plans required to solve them.
- Curious and outgoing. You know how to leverage relationships, research opportunities and stay abreast of the news in order to identify business opportunities. You have a track record in business development and "wins".
- Intuitive and proactive and you love a challenge – you have a true entrepreneurial spirit.
- Driven, determined, competitive and self-motivated are a few of the words others use to describe you.

About You (continued)

- Skilled at developing compelling presentations
- Have high energy, enthusiasm, positive attitude, and a tenacity to succeed.
- Possess strong communications and interpersonal skills, with an engaging personality.
- Comfortable working with Salesforce

ProGlobalEvents offers a fast-paced fun work environment with an incredibly diverse range of clients. We are an energetic and creative bunch and have a reputation for excellence. In addition to providing a first class office space, we offer the following:

Compensation & Benefits

- Competitive Salary and Commission Plan
- Medical, Dental and Vision Insurance
- 401K Plan
- Paid PTO Program
- Onsite gym and recreation room
- Growth opportunities

Please submit your resume to Recruiter@ProGlobalEvents.com to be considered for this role.