

Event Sales Manager

The Company

ProGlobalEvents and ProExhibits are full-service event management firms that develop, design and produce extraordinary corporate events and tradeshow exhibits that ensure our clients' success. As a premier Silicon Valley Company, we work with both emerging and established brands. We produce world class experiential events, exhibits, conferences and digital experiences by utilizing a highly skilled and creative team augmented with a broad range of resources and alliances. During the pandemic we utilized our creative talent to design a digital platform for events and conference called BeyondLive. Check out our web sites and join our amazing and talented team!

About the job

We are looking for you- an outstanding event sales manager to join an amazing team of creative visionaries and design thinkers at a collaborative experiential event company! You'll work with recognized companies and organizations, bringing their brands to life while receiving excellent compensation including commissions, full suite of benefits and career growth too. Bring your can-do attitude with thorough and detailed team-player approach and let's talk!

What you'll receive –

- Be part of an upbeat, fun-loving, collaborative team that thrives on supporting each other and your clients
- Excellent base salary with added commissions and perks
- Robust benefits package including healthcare, 401k, paid vacation, paid holidays, top of the line computer equipment and more!

What you'll be doing –

- Exceeding sales results while building new revenue through acquiring new strategic accounts.
- Opening doors and keeping doors open while demonstrating the highest level of customer service.
- Thinking outside of the box and crafting outstanding experiences.
- Qualifying opportunities, developing, and leading the sales pipeline.
- Attending and participating in local and national events and meetings to build and grow client relationships.
- Confidently selling to all levels of an organization with an ability to relate to people both in person and on the phone.

What you'll bring with you:

- 5+ years of validated sales success in a consultative, service-minded company in the events industry is required.
- Self-motivation, leadership, and ability to tackle problems, work independently and with your team.
- Positive relationship building skills with a desire to network, connect, prospect, propose and sell programs and build your sales base.
- BA/BS in Communications, Tourism or Marketing preferred.
- Experience building a client base, creating proposals, contracts, answering RFPs and building relationships with our partners.
- Successfully built a client base within the events industry.

Compensation & Benefits

- Medical Insurance
- Dental Insurance
- Vision Insurance
- Flexible Savings Account
- Health Savings Account
- Company paid Life Insurance
- Company paid Long and Short Term Disability
- 401K Plan
- PTO
- On-site Gym

To apply, contact us at recruiter@proglobalevents.com or call us at 877-606-6150