

Business Development Manager

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 by utilizing a highly skilled and creative team augmented with a broad range of resources and alliances.

The Opportunity

As Business Development Manager at ProGlobalEvents you will be responsible for identifying and securing new business opportunities for our corporate event management business. In addition to securing new business, you'll guide our prospecting process and project management.

The Business Development Manager 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'll be successful in this role if you're able to:

- Prospect (via phone, email and in person), close, and manage all relationships with clients, prospective clients and partners
- Utilize an established network to generate new opportunities
- Continually strengthen the sales pipeline with new and ongoing opportunities in order to consistently meet or exceed individual monthly sales goals
- Clearly communicate to prospective and existing clients the features and benefits of ProGlobalEvents to sell onsite, hybrid and/or virtual event experiences
- Work with clients and internal team to plan and coordinate details of events
- Understand the unique needs of corporate events
- Create and manage all client data through our CRM
- Manage and grow relationship with clients throughout the event planning process and beyond
- Ensure successful event execution by our operations team

About You:

- College degree and/or 3-5 years of new business development experience in the agency, event and/or marketing services world
- An understanding of selling experiential marketing and/or live events is required
- Must be able to thrive in a results oriented environment with a track record of sales success
- Networking, making connections and building relationships is what you were born to do
- 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 and delivering 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.