

RE • WORK

B2B Event Delegate Acquisition Manage

Salary: DOE + commission

Location: Home based role

Type: Full-time, permanent.

About RE•WORK

RE•WORK was founded over 9 years ago to bring together those at the forefront of cutting-edge technological advancements, as well as sharing the latest real-world applications to solve challenges across business and society.

RE•WORK held the world's first Deep Learning Summit in San Francisco in 2015 and has since established itself as the leading global events company for AI and Deep Learning, gathering senior level business executives, technologists, researchers and AI influencers at the forefront of advancements and applications.

About the Role

The autonomous role requires an aspiring sales professional to sell delegate packages to senior level business leaders for a portfolio of events.

Reporting to and working closely with the Managing Director and Senior Customer Relationship Manager, you will become an integral part of our collaborative global events team. Working closely with our clients, the main function of the role is to develop relationships with key members of their team, and to generate registrations to their events.

You will be responsible for:

- Contact (by telephone, email and/or live webchat) appropriate executives to ensure they are aware of events, selling the benefits of attending and securing registrations
- Achieving sales targets through targeted campaigns in order to maximise revenue
- Working in a driven and successful team to achieve group targets
- Working to your own initiative in order to get results
- Leveraging existing internal client relationships, performing ongoing client account management and building long term client relationships
- Confidently and effectively influencing clients to drive maximum delegate attendance

Requirements

We're looking for a salesperson who's confident, passionate and energetic and who enjoys working as part of a team. You must have excellent communication skills both verbal and written, as well as negotiation skills.

- You have sales experience, ideally gained within b2b publishing, conferences or exhibitions
- You have excellent sales and account management skills, with ability to build relationships at all levels
- You can identify qualified, prospective clients and develop loyal customer relationships
- You are not intimidated by the challenge of contacting top, executive-level decision makers
- Excellent interpersonal skills will enable you to engage and lead industry executives of all levels
- Excellent communicator, verbal and written
- Ability to function independently in a team environment
- Able to work in a fast-paced environment and to work under pressure, organize and multi task
- You have experience of working with CRM systems
- Ability to work independently to deadlines

- Self-driven, results-oriented, with a positive outlook
- Knowledge of international markets an advantage

Benefits

The role offers a competitive salary, commission and benefits such as a contributory pension scheme and the chance to travel across the world to our events. This is a great opportunity for a successful candidate to join a dynamic company in a rapidly evolving space.