

International Sales Executive
B-to-B exhibition

Role = Sell exhibition space and sponsorship to overseas companies in the sector.

- Business area: Individual companies, exclusively B-to-B, 90% overseas
- Working on predetermined targets
- The candidate will be responsible for sales to individual new business (exclusively BtoB, 90% overseas)
- Will be responsible for sourcing new business leads
- Prepare Sales Proposals, conduct on-going sales activity and be able to confidently sell via phone
- Face to face communication skills also required for occasional client visits across China.
- Maintain sales database and keep up to date.
- Being a team-player ,taking and implement new ideas from colleagues and actively contribute with own ideas.

Success will be measured on weekly activity levels (example: calls per week)

Experience and qualifications required

- Successful track record in sales, preferably with b2b media or exhibition.
- Comfortable with communicating with overseas clients (telephone, email and direct communication)
- Client focused attitude
- Excellent interpersonal, listening and communication skills
- Determined and able to work under pressure
- Good organizational and time management skills

Other

- Chinese / English required (speaking and writing)
- Few travels in China mainland

Send CV (1 page) in English to Lydie.buleon@koelnmesse.cn