

Koelnmesse Pte Ltd

Koelnmesse, founded in Cologne, Germany, is one of the world's largest trade fair companies since 1924. With over 80 annual international trade fairs and conferences organized worldwide, Koelnmesse is the leading trade fair organizer across the following sectors: Food and Food Technology; Technology, Digital Media and Entertainment; Health, Lifestyle and Facilities and more. Koelnmesse Pte Ltd, established in Singapore since 2002, is one of the key subsidiaries managing the trade fairs and conferences in the Asia-Pacific region.

Want to play a key role in the success of the most exciting video gaming event in Southeast Asia? We are looking for a highly motivated individual who has the drive and confidence to succeed in an exhilarating business development environment.

If you want to make a difference in the video gaming ecosystem and help, bring people together to shape the future of the industry in the region, then this is the job for you. We are only looking for an individual who can carry intelligent and exciting conversations, someone who can and convey the value of what our event has to offer. In this team your opinions count, and your ideas will make a difference. Understanding the video gaming environment and how the business works is an added advantage.

Our events are growing year on year. Be a part of this team and join an organization that rewards you for success. You will be reporting to the Project Director of the event.

Business Development Executive (Video Gaming and Tech-related Exhibitions)

Permanent Position

Responsibilities:

- Assist the Project Director in building the sales pipeline, identifying new prospects and maintaining leads
- Research of contact persons and decision makers in gaming and gaming related companies
- Reaching out and building relationships with prospects and C-level decision makers via email, social media and telephone
- The successful candidate should be comfortable in doing cold and warm calls
- Pre, during and post event account management of event's exhibitors and sponsors

Requirements:

- Bachelor's degree or above with 1-2 years of work experience
- The ideal candidate is a lateral thinker, self-motivator, team player and quick learner with excellent organizing skills
- Conversation starter with excellent communication, networking, and negotiation skills
- Ambitious and willing to perform, to make the company successful and to make progress for oneself
- Experience in business development and sales
- Fluent command of the English language is a must
- Knowledge of the gaming industry is a plus
- Experience with Salesforce is a plus
- This position is open to Singapore Citizens and PRs

If you are interested, please send your CV to recruit@koelnmesse.com.sg stating your current and expected salary. For more details about Koelnmesse Pte. Ltd., please visit www.koelnmesse.com.sg.