

Koelnmesse Pte Ltd

Want to play a key role in the success of the most exciting Emerging Technology Conferences in South East Asia and Hong Kong? We are looking for a highly-motivated individual who has the drive and confidence to succeed in an exhilarating and rewarding sales environment. If you want to make a difference in the innovation space and help bring people together to shape the future of Emerging technology, then this is the job for you. We are only looking for individuals who can carry intelligent conversations and convey the value of our world class offerings. In this team, your opinions count and your ideas will make a difference. Understanding the Tech ecosystem, and previous conference delegate sales experience will be an added advantage.

Our events are growing year on year, and the team that you will be working with recently won the "Trade Conference Organizer of the Year" award from the Singapore Tourism Board. Be a part of this team and join an organization that rewards you for success.

Sales Accounts Executive (Conferences)

Business Unit 3 – Technology, Digital Media, Entertainment & Mobility (*Permanent Position*)

Responsibilities:

- Liaise and negotiate effectively with C-level decision makers to make agile business a reality.
- Research, analyse & add insights to drive regional delegate sales in the designated market.
- Help the team in devising go to market strategies.
- Indoor sales position where the successful candidate should be comfortable in doing cold & warm calls.
- Assisting the manager in formulating sales & marketing strategies.
- To work efficiently in a team environment and participate in organizational development programs.

Requirements:

- Bachelor degree or above.
- Lateral thinker, self-motivator & quick learner.
- Conversation starter with excellent communication, networking, and influencing skills.
- Experience in sales
- Experience in delegate sales for conferences will be an added advantage.
- Full command of the English language. The ability to speak Mandarin and/or Cantonese will be an added advantage as one of the conferences is held in Hong Kong.

If you would like to join a dynamic team, please send your application via email to Koelnmesse Pte. Ltd. at: recruit@koelnmesse.com.sg

For more information about the company, please visit www.koelnmesse.com.sg. Please indicate your availability together with your current/expected salary in your application. All applications will be treated strictly confidential. We regret that only successful candidates will be notified.