



Job Description

Delegate Sales Team Leader - remote based role

Are you an experienced, driven and collaborative conference Event Sales professional? Do you take pride in engaging with clients and delivering great customer experience?

If so, come and talk to us about this exciting position to lead and grow our awesome, remote based APAC Delegate Sales team. We're hiring to support the growth of our business as we transition back to in-person events in addition to further developing our successful portfolio of virtual events. This role combines the management of the Delegate Sales team as well as selling your own portfolio of industry-leading events.

You'll have the responsibility of overseeing the audience acquisition of innovative events in high-growth sectors such as Data Analytics, Cyber Security, AI, Cloud and eCommerce where Corinium has earned a strong reputation and built long-term relationships with clients.

About Corinium

Corinium is a fast growing events and digital publishing company. We're an innovative group of around 100 remote workers based across the globe who've built a phenomenal culture of trust, teamwork and customer centricity. We're extremely proud of our team and the long standing relationship's we've developed with our clients. You can see more about what it's like to be part of the Corinium team here: <https://lnkd.in/dJp8E3A>

What type of person excels at Corinium?

- You're a team player but also thrive working with autonomy and responsibility in a remote setup.
- You are of course hard working, but also work smart, always asking how can we do this better?
- You are commercially minded and always looking for trends that could highlight new opportunities.
- You are hungry to learn and improve.

- You are a clear communicator and comfortable challenging the status quo and pushing new ideas forward.
- You like to have fun and value a culture that supports a great work life balance.

Key requirements for the role

- You must have at least 18 months of previous experience in an Event Sales role.
- Previous leadership experience would be an advantage but not essential.
- You must be confident selling at a senior executive level.
- As we are a 100% remote company you must be able to work productively and effectively from home.

The successful can will benefit from

- Remote, flexible working as part of an awesome team.
- Being given great autonomy while having the full support of the business.
- A competitive package including uncapped commission with an OTE of \$140k + super

For more details and to apply for the role please share your CV to me directly on chris.beales@coriniumgroup.com