

B2B Delegate Acquisition Manager (Sales)

Salary: DOE + commission

Location: Home based role

Type: Full-time, permanent.



Corinium Global Intelligence, is currently recruiting a Delegate Sales Manager to sell our extensive range of digital B2B content solutions.

About Corinium Global Intelligence

Corinium is the world's largest community designed to inspire and support the emerging C-Suite executives focused on Data, Analytics, Customer and Digital Innovation.

We're excited by the incredible pace of innovation and disruption in today's digital landscape. That's why we produce conferences, private events and timely content that connect senior executives to what's next and helping them to lead their companies into this new paradigm.

About the Role

The autonomous role requires a sales professional with experience of B2B conferences to sell delegate packages to senior level business leaders for a portfolio of events.

Reporting to and working closely with the Managing Director/ Head of Delegate Acquisition 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 and/or by email) 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

Requirements

We're looking for a sales person who's confident, passionate and energetic and who enjoys working as part of a team. You will need to have worked in a B2B delegate sales position previously for a conference or exhibition organizer, with a proven track record of excellent results. We're also looking for someone with strong communication skills both verbal and written, and excellent negotiation skills.

- You have sales experience, ideally gained within b2b publishing, conferences or exhibitions
- Your solid event sales experience will ensure you can confidently and effectively influence clients and drive maximum delegate attendance
- 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.

