

Events Director – REF BNC187

Our events are unrivalled in size and market share. The flagship show in Vegas brings together more than 6000 attendees and 400 exhibitors. In February this year we launched a sold out show in Europe, and later this year we are expanding across Asia.

The Opportunity:

The event that you will be working on is the number one conference and tradeshow for the performance marketing industry internationally.

The role:

This role has full P&L responsibility of the portfolio, undertaking strategic planning and leadership for the growth of the business.

Key Responsibilities:

Leadership

- Responsible for creating a cultural environment that actively enables and motivates individuals to execute the business plan
- Develops and rewards individual team members in ways that deliver improved motivation and performance by staff
- Coaches and develops management team members and supports a culture of career development, succession planning and upward mobility
- Sets example of desired standards in communications and actions
- Manages effectively through delegation, empowerment and accountability of management team members
- Creates positive morale throughout the business
- Demonstrates clear and effective communication of ideas, processes and goals

Business Management

- Develops and creates a strategic plan for the sector in North America and internationally
- Identifies and establishes the budget and financial plan to deliver on strategy
- Drives business to exceed industry averages in profitability and growth
- Sets operation plan and organisational / resourcing structure to deliver on business goals
- Responsible for effective control and reporting processes throughout the business

BNC RECRUITMENT

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Free of charge to members of The BNC



- Identifies and delivers upon revenue and profit opportunities outside the original plan
- Develops timely and effective supplemental action plans to manage performance throughout the year in response to market conditions
- Manages staff consistently and completes timely appraisals

Strategy & Brand Development

- Understands key market segments and drivers and seeks to reflect them in direction and output of the business
- Actively seeks to identify and to develop the business unit's product mix and market relevance
- Monitors strengths and weaknesses in competition and identifies genuine USPs for our events

Knowledge, skills, behaviors:

- Proven experience in directing large-scale conferences/exhibitions
- Deep knowledge and substantial experience of relevant industry preferred but not essential
- Demonstrable leadership skills, with strategy and planning experience
- Analytical mind and superior interpretational skills
- Resilience and strategic vision
- A fluent and excellent communicator at all levels; confident decision-maker
- Outstanding presentation and negotiation skills
- Excellent people management and motivational skills
- Good financial controller
- Visionary, opportunistic and entrepreneurial.

The company is based in: the UK with global offices
CLOSING DATE: 21st September 2018

Please submit CVs to Melissa Paulden at The BNC
- QUOTING REFERENCE BNC187 -
who will then forward all appropriate candidates to the hiring company:
melissapaulden@thebnc.co.uk