

**Job title:** Exhibition sales manager  
**Location:** Bristol  
**Salary:** £24,000 basic with commission on top  
**BNC Ref:** BNC 150

### **The company:**

A leading provider of information, market intelligence, and events for the global plastics industry.

We were founded in Bristol in 1986, by a group of expert consultants who had decades of experience conducting market research, data reports, and providing intelligence to the global plastics industry. 30 years on, and our work is still underpinned by our talented staff and our unique databases. We have offices in the United Kingdom, United States, and colleagues based in China.

Our teams of consultants, researchers, writers, and event organisers include many of the most respected experts in their fields. We understand the global plastics processing industry intimately. We know how the markets have changed and where they are heading.

They now have an exciting vacancy for a Sales Manager to work on a group of leading annual events.

### **The role:**

- Ensure sales targets (personal and product) are achieved every month/each event
- Ensure expected telephone call rates (set by your manager) are achieved consistently
- Manage your clients before, during and after the show and maintain client relationships
- Develop and deliver sales propositions and proposals, covering a growing range of global industry events
- Liaise with the operations team ensuring the smooth running of the exhibition during build up, the event open times and breakdown
- Communicate with marketing and publishing ensuring that clients benefit from additional opportunities
- Liaise with production to ensure the smooth correlation of exhibitor contracts to floor plan

- Keeping abreast of market developments and identify and research new growth areas for sales
- Attend industry functions and relevant exhibitions to gain insight
- Conduct Competitor Analysis when required and maintain a good working knowledge of the market place, trends, opportunities and pricing.

**The successful candidate will:**

- Demonstrate solid negotiation, time management and organisational skills
- Understand KPI's call metrics and delivering profitable accounts
- Possess pride, self-motivation, a keen eye for detail and an assertive / confident approach
- A strategic and proactive thinker and planner
- Organised with an eye for detail
- Personable and approachable with the ability to build and maintain relationships

**What we offer:**

- Full support and ongoing training to ensure you develop exceptional sales, business development and management skills
- Investment in your personal development and progression to ensure you can take advantage of new opportunities as the company expands
- A lively, hard working environment in the heart of Bristol, within an international team
- International travel to exhibitions, trade shows and our own events

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