Symposiumevents

Job: Sponsorship Sales Executive, SYMPOSIUM EVENTS

Employer: Symposium Events
Job Title: Sponsorship Sales Executive
Short Description: An exciting opportunity for an enthusiastic and experienced sales-person to join our conference sponsorship sales team.
Long Description:

The Company:
Symposium Events is the UK's leading producer of specialist delegate-funded conferences aimed at HR and related professions. We are dynamic and innovative and offer great career opportunities for like-minded individuals. Our modern and spacious office is situated in the fashionable Shad Thames restaurant and apartment area near Tower Bridge. London Bridge and Tower Hill tubes are within easy walking distance. In addition to this role, we also have full-time and work experience internship vacancies in our conference production, logistics and marketing teams.

The Role:
As part of our B2B sponsorship sales team you will be tasked with meeting challenging revenue targets and playing a pivotal role in the growth of our business. You will be responsible for presenting, negotiating and closing conference sponsorship deals over the phone at director level to secure client participation at our prestigious HR Forums and Summits. If you are driven by success and thrive on a challenge, this is the opportunity for you!

The Individual:
You will be a graduate who has chosen a career in sales, who is looking to develop their career and sales skills.
You will have a minimum of one-year' sales experience in a similar field (i.e. conferences or media sales) and will have a proven track record of achieving revenue targets.
You will have an excellent telephone manner and will be comfortable with holding consultative sales conversations with senior decision makers.

Salary: Good Basic, OTE £30k - £40k
Location: Central London (near Tower Bridge)
Contract Type: Permanent
Hours: Full Time
Contact: Details: William Porter, Commercial Director, Symposium Events, Suite 5, No. 1 Mill Street, London, SE1 2DF Tel. 020 7231 5100
Application Details: Email a short covering letter and a CV to William Porter: wporter@symposium-events.co.uk