

Turkey Jobs Expertini®

Sales Manager (Events Services)

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Company: Michael Page

Location: Istanbul

Category: other-general

Tarihinde güncellendi 02/01/2024

great career opportunity

global company experience

Müşterimiz Hakkında

Our client is a well-known global exhibition organisation company.

İş Tanımı

Responsibility for all outgoing and incoming communication related to the sales of booth space

Commercial responsibility from the first customer contact to the stand offer

Research of new opportunities/leads

Sales planning, statistics, monitoring and commission forecast in GSC

Outgoing sales of individual booths and pavilion participations at Turkey and overseas shows, incl. upselling

Opportunity process in CRM system SalesLogix

Customer service and consultation regarding their show participation

Presentation of shows to selected customer groups

Exhibitor acquisition at competitive show

Aradığımız Profil

Bachelor degree is a must,

Have a good level of English.

No travel restrictions; willing to travel to countries where international fairs are held for sales purposes.

Being presentable, inclined towards teamwork, having strong communication skills, team-oriented.

Teklif Edilenler

Great sales career opportunity in exhibition sector.

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