



C U B E
MANAGEMENT

Sales & Marketing Talent For Growth

Global Event Services Company - Event Marketing Executive - Torrance, CA

Are you a successful **Event Services Sales** Professional, looking for a challenging and rewarding sales opportunity with an industry leader?

Our client is a leading global event marketing company, specializing in exhibition and event marketing as well as other distinct businesses including museums and theme parks, sign advertising, conferences and show management, and hall management. The company employs some 2,100 people with an international production and sales network covering 30 major cities worldwide. The company is committed to serving clients with excellence in every stage of an event. They are in need of an aggressive Sales Professional that will generate new business in the high tech corporate, Aerospace/defense and medical environments. They seek a results-oriented, dedicated sales expert with a proven track record of success in the **Event Management** industry. This is a challenging position and requires extensive travel on a worldwide basis. **YOU MUST LOVE TO TRAVEL AS A WAY OF LIFE!**

This company's current and target clients consist of high-tech manufacturers, software developers and related industry associations. The successful candidate will have a record of success selling into the target markets.

Responsibilities:

- Sell and service event services into the target industries
- Prospect, qualify, develop and close new accounts
- Leverage existing industry contacts and supplier references
- Convert qualified sales leads into highly valued long-term repeat customers
- Work independently with a minimum amount of supervision
- Achieve sales targets and maximize account growth
- Provide creative selling solutions to customer needs
- Work with C- level clientele
- Demonstrate effective sales planning & documentation practices
- Ongoing Account Management post-acquisition

Qualifications:

- At least 3 to 5 years of event services/management sales
- Proven track record of sales success into the high-tech industry
- Strong "hunter" profile, with a passion for prospecting and closing new business
- Solid major account experience requiring long-term relationship building
- Strong drive and discipline for prospecting, qualifying, developing and closing new accounts
- A working knowledge of the hospitality or event planning industry is a must
- Computer literacy including, MS Office
- Excellent written and verbal communication skills



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- Be located in the Torrance, CA area

Our client offers a 60K base salary plus commissions, (On plan earnings should equal over 100K) paid vacation, company health, dental, & vision insurance, 401(k) w/employer match.

This company is looking for a proven player in the Technology, Aerospace/Defense or Medical markets and is not willing to consider relevant experience in other markets. You MUST be experienced in the event services/management business. There is no relocation package available.

If you are interested in discussing this position further, please send your resume and cover letter to recruiting61@cubemanagement.com. This company is an Equal Opportunity/Affirmative Action Employer.