

B2B Events Delegate Sales

Salary: Competitive base salary plus high commission earnings potential

Location: Home based role, with some degree of flexi-working

Type: Full-time, permanent



About Corinium Global Intelligence

We're excited by the incredible pace of innovation and disruption in today's digital landscape. We provide insights to C-Suite executives focused on data, analytics, AI and digital transformation through conferences, private events and research.

For the past 6 years, Corinium Global Intelligence has been producing global conferences, custom events and content for a cross-industry audience of executives with roles in: data, analytics, data science, digital transformation, marketing, finance, learning, customer experience, and more. Our global community of over 700,000 contacts, look to Corinium to help them overcome challenges and take away actionable strategies to take their company to the next level and improve every area of their organization.

We're looking for great people to join us on our rapid growth journey; within the last few months Corinium Global Intelligence has featured highly in both The Sunday Times Fast Track 100 and the SME Export Track 100 lists.

About the Role

The autonomous role requires a sales professional with experience of B2B conferences to cultivate relationships with senior level executives, to sell delegate packages to senior level business leaders for a portfolio of events. You will be tasked with building a pipeline and developing a strategy to meet and exceed the sales goals on each of your events.

Reporting to and working closely with the Managing Director you will become an integral part of our collaborative global events team. Working closely with our target audience, the main function of the role is to develop relationships, and to generate registrations to our events.

While we may be spread over various continents, the Corinium team works closely together, using remote working technologies to foster a collaborative and nurturing environment. Our culture of co-operation, respect and ethics make our sales team particularly unique. We are looking for someone who is not only a self-starter and tenacious salesperson, but also understands and supports our mutual goal of team success.

You will be responsible for:

- Contact (by telephone and/or by email) appropriate executives to ensure they are aware of events, selling the benefits of attending and securing registrations.
- Achieving sales targets through targeted campaigns in order to maximise revenue.
- Working in a driven and successful team to achieve group targets.
- Working to your own initiative in order to get results.
- Leveraging existing internal client relationships, performing ongoing client account management and building long term client relationships.

Requirements

We're looking for a sales person who's confident, passionate and energetic and who enjoys working as part of a team. You will need to have worked in a B2B delegate sales position previously for a conference or exhibition organizer, with a proven track record of excellent results.

- You have sales experience, ideally gained within b2b publishing, conferences or exhibitions.
- Your solid event sales experience will ensure you can confidently and effectively influence clients and drive maximum delegate attendance.
- You have excellent sales and account management skills, with ability to build relationships at all levels.
- You can identify qualified, prospective clients and develop loyal customer relationships.
- You are not intimidated by the challenge of contacting top, executive-level decision makers.

- Excellent interpersonal skills will enable you to engage and lead industry executives of all levels.
- Ability to function independently in a team environment.
- Able to work in a fast paced environment and to work under pressure, organize and multi task.
- You have experience of working with CRM systems.
- Ability to work independently to deadlines.
- Self-driven, results-oriented, with a positive outlook.
- Knowledge of international markets an advantage.
- And last, but by no means least... as a 100% remote working company, you will need to be an exceptional communicator and ambassador of our incredible company culture. We love our culture and are very proud of it.

Benefits

The role offers a competitive base salary, plus high commission earnings potential, and benefits such as a contributory pension scheme and the chance to travel across the world to our events. This is a great opportunity for a successful candidate to join a dynamic company in a rapidly evolving space.