



## **SALES ACCOUNT MANAGER**

National Event Management is now accepting applications for motivated and experienced Sales Account Manager, to join our team in selling exhibit space and The Franchise Expo, which is a 14 show circuit of annual events taking place across USA. National Event is based in Markham, Ontario and is one of Canada's largest and leading producers of consumer events.

In addition to The Franchise Expo, which is also held across Canada, National Event is the proud producer of The Outdoor Adventure Shows, The National Women's Shows, Drive Festival, T.O. Food & Drink Fest, The Montreal Cannabis Expo (Trade event) and The BC Bike Show.

We are excited to meet new candidates who can bring new energy and enthusiasm to our company, as our live events begin to experience a strong rebound post covid.

This full-time opportunity requires a confident, proven closer, with no reluctance to initiate sales calls and who is motivated to close business. Strong telephone sales skills are needed to work on building relationships, with new and existing clients. Working to deadlines and proficiency in creating urgency in the sales process will be strong traits of our best candidates.

Our roles require on going prospecting and dealing with hundreds of clients annually, so there is high activity of calls and emails required on a daily basis to manage the sales process with many clients and prospects at once.

Face to face sales skills are also required, as our Sales team members are the primary leaders on site at the events where you will build and enhance relationships with exhibitors. Travel will be required for being on site at up to 10 events annually. Aside from event travel, this sales role will function primarily as an inside sales capacity, as most sales are closed over the phone and by email with clients across the US. Event sales experience and sales of advertising mediums will be a major asset to candidates, as this role will demand that candidates jump in with both feet in this fun and fast paced environment where results and action will be needed. Candidates should have outstanding verbal skills and excellent sales writing skills to follow up with correspondence to clients. Must be goal focused and enjoy working in a team environment.

Top candidates will also be expected to generate ideas and contribute to creating features and attractions which will make our events successful for both exhibitors and attendees. An eye for detail and natural abilities to be organized are also required for managing the logistics of hundreds of accounts annually.

National Event Management is a privately owned organization with 30 employees. We have been dedicated to producing amazing face to face events since 1983. Achievements and efforts are recognized and rewarded in this open door, roll up your sleeves environment. There is upward mobility for achievers in our company. Compensation will be base salary, plus bonuses, based on individual and team sales achieved, plus an available benefit package. The package will be commensurate with experience of the candidate as all experience, skills and aspects of what a candidate can offer National Event will be considered.

Interested candidates should send their cover letter and resume to [careers@nationalevent.com](mailto:careers@nationalevent.com).