



Sales Executive – Toronto

As Canada's leading General Services Contractor, providing products and services to conventions and trade shows across the country, GES CANADA is committed to service excellence and the highest standards attainable.

We are currently seeking a Sales Executive to work from our Toronto Office. The ideal candidate will share responsibilities in developing the business for GES Toronto, as well as service and maintain existing clients. You will be responsible for ensuring the overall success, execution and profitability of a sold project.

Job Responsibilities

- Systematically evaluate business opportunities and develop targeted solicitation plans.
- Prospect (solicit/cold call), develop and maintain accounts to achieve assigned sales goals.
- Identify, qualify and pursue sales lead opportunities obtained from a variety of sources.
- Develop and maintain strong working relationships with management, sales and event services representatives of local hotels, convention centers, associations and convention bureaus while generating/assigning sales leads.
- Successfully win new client business in which the needs of the customer are being matched to GES products and services .
- Provide on-site assistance at venues/tradeshows/events to operations and other teams as needed.
- Manage contract negotiations, proposal responses and execution of contracts including pricing and service delivery.
- Create and conduct GES Capabilities presentations.
- Participate in planning annual sales targets and manage plan to target.
- Attend industry events, meetings and local association meetings to provide maximum exposure for the Company.
- Maintain current knowledge of the Tradeshow/Events Industry and our local and national competitors.
- Adhere to all company policies, procedures and business ethics codes (CORE Values).

Job Qualifications:

- Bachelor degree or equivalent combination of education and experience
- 10+ years sales experience
- Prior Convention/Exhibition/Events industry experience strongly preferred
- CEM designation considered a plus
- Dynamic consultative and influential sales communications style
- Strong presentation skills with ability to negotiate sales contracts
- Exceptional communication and interpersonal skills.
- Ability to develop outstanding relationships with clients and internal team members at all levels of the company
- Proficient computer skills to include Microsoft Office Suite and experience with Salesforce or another CRM system
- Must effectively navigate convention-center environment, including production set-up
- Travel required – up to 10%

Interested applicants may submit their resume by email to careerscanada@ges.com by Friday, November 19, 2021. Only those candidates selected for an interview will be contacted. We thank all applicants for their interest.