

Sales Account Manager

National Event Management (NEM) is Canada's leading consumer event production company! Having just completed 22 events across North America in the last 12 weeks, we have proven there is an amazing demand for returning to face to face events, and National Event has never been better positioned to serve our clients with amazing events.

We are excited to be growing again and NEM is now accepting applications for a motivated and experienced Sales Account Manager, to join our team in selling exhibit space and marketing solutions for our successful consumer events. National Event is based in Markham, Ontario and is one of Canada's largest and leading producers of consumer events.

Some of our events include, The Franchise Expo, held in 25 cities across North America, National Women's Show, held in 5 cities across Canada, The T.O. Food & Drink Fest, The Outdoor Adventure Shows which take place in 4 major cities across Canada, Drive Festival, Expo Cannabis Montreal and The BC & Alberta Bike Shows.

We are currently looking to meet enthusiastic Sales candidates who could be a great fit for the sales teams working on selling exhibitors into our events, managing the accounts of our clients and being an on-site leader at some of our events. We are excited to meet new candidates who can bring new energy and enthusiasm to our company, as we continue this rebound in the event industry.

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. Face to face sales skills are also required to build and enhance relationships with exhibitors at some outside sales calls and on-site at events, however this role will function primarily as an inside sales role. Some travel will be required (limited to spring and fall seasons). 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.

This hybrid role will require some work from our Markham office, and some work from home ability.

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 over 35 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.

Please email your resume to careers@nationalevent.com