



Sales Executive – Toronto

GES, Global Experience Specialists, is a global exhibition services company with a legacy spanning over 90 years and teams throughout North America, Europe and the Middle East. We create some of the most influential exhibitions in the world – think international medical symposiums, industry leading exhibitions for technology, manufacturing that help communities meet, educate and move their mission forward. From initial strategy to show-stopping audio visual, accommodations to award winning creative – and every detail in between – we create shows that propel commerce, education and community!

Our mission is to deliver extraordinary exhibition experiences through simple, user-friendly services and best-in-class execution.

Job Summary

The ideal candidate is a passionate industry enthusiast who has previous experience in our industry, shares a passion for customer service, while adhering to business needs. They take part in further developing the business for GES Canada, as well as service and maintain existing clients.

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



JOB POSTING

- 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 September 16, 2022. Only those candidates selected for an interview will be contacted. We thank all applicants for their interest.