



## **Show Manager & Sales Account Manager**

National Event Management is one of Canada's leading consumer event production companies. We produce 40 market leading events across North America annually, including: The Franchise Expo, held in 25 cities across North America, National Women's Show, held in 5 cities across Canada, 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 now looking for motivated and experienced candidates who would be a fit for Show Manager and Sales Account Manager roles, to join our team in selling exhibit space and marketing solutions for some of our established and successful events.

### **We want you on our team if you:**

- Are an accomplished and successful sales account manager (our Show Manager's are also active in selling).
- Are Goal oriented, focused and a confident closer
- Are very organized with ability to multi task
- Have a strong eye for detail and able to handle logistics
- Are Enthusiastic and outgoing
- Are Capable and with no reluctance to initiate sales calls
- Possess strong telephone skills to build relationships with new and existing clients
- Can assist in managing many aspects of a full business cycle
- Have an ability to handle hundreds of accounts annually

### **About the roles:**

Both roles available are challenging and rewarding Business to Business roles and has sales opportunities with both small and large businesses across the country. The sales aspect of these positions function as primarily an inside sales role as most business will be closed by phone and email communication, however these positions deliver face to face relationship building and selling at our events, where our team members also become leaders in running aspects of the event. This hybrid role will aim to include both in office work (3 days per week), in our office

in Markham, and also work from home potential. We thrive together as a team and our successful candidates will enjoy working in a team environment. Some travel to run events, appx 5-8 times per year will be required.

Compensation will be base salary, plus bonuses and an available benefit package. Salary will be commensurate with experience and all aspects of what a candidate can offer our company.

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

If you feel you could be a fit, we look forward to hearing from you, learning more about you and filling you in on all the details about our opportunity. Please email to [careers@nationalevent.com](mailto:careers@nationalevent.com) and also copy [danielle@nationalevent.com](mailto:danielle@nationalevent.com) .