



Sales Professional

Master Promotions Ltd., Canada's largest independent trade and consumer event management company has been producing quality events since 1973. Our portfolio is always growing and currently includes more than 30 events in seven provinces from coast to coast including home, recreation, heavy equipment events. For more information visit: www.masterpromotions.ca

Our company is currently seeking an organized, driven and result-oriented individual to join our team as a **Sales Professional**. The successful candidate will be responsible for selling event space/exhibit sales related to an assigned portfolio of events with new and existing clients. This position will work from our Saint John, NB or Halifax, NS office.

Key Responsibilities

- Develop and implement short- and long-term sales strategies that meet both personal and business goals for event sales;
- Work with show team to achieve revenue generation, customer satisfaction, sales growth and account development in line with company policies;
- Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities;
- Proactively conduct selling activities, including face-to-face, phone and email with various sized organizations;
- Establish and maintain effective working relationships with exhibiting companies, from the sale through to the event execution;
- Develop on-site logistics of events with event team to oversee client experiences from conception through post-event.
- Coordinate with internal staff, clients, vendors, to establish needs for events, and serve as liaison to senior level management.
- Research resources, make site visits, and lead pre-event meetings when necessary to help staff make decisions about event design;
- Establish and maintain an effective working relationship with internal support teams to meet assigned objectives;
- Provide sales solutions and services to all levels of management.

Ideal Candidate Qualifications

- Highly self-motivated to achieve exceptional results to pre-set goals;
- Minimum 2-5 years of sales experience demonstrating ability to manage and increase business relationships;
- Excellent verbal, written and electronic communication skills;
- Confident with Microsoft Office Suite and sales management software and CRM;
- Exceptional time management skills with the ability to multi-task in a fast-paced environment;
- Ability to function under additional work hours and traveling when required;
- Valid Drivers' license, with access to a reliable vehicle required;
- Completed post-secondary education considered an asset;
- Ability to communicate in both official languages also considered an asset.

If you are interested in working with an industry leader, email your resume and cover letter (including salary expectations) to Careers@mpltd.ca today!

Although we appreciate all applicants, only those selected for an interview will be contacted.