

## **Sales Account Manager**

National Event Management is looking for a **motivated, driven** and **experienced** Sales Account Manager, to join our team selling exhibit space and marketing solutions for our National Franchise Shows. These market leading events are held in 25 cities annually across North America! Our company culture is team first and people first, and we are looking for a confident sales closer who likes to be part of a team, likes to get in the action and build relationships on site at our events, and likes to work hard and have fun doing it!

This full-time, hybrid opportunity requires a confident, proven closer, with no reluctance to initiate sales calls and who is motivated to close business.

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

- Are an experience sales account manager and confident closer
- Are Driven and Goal oriented
- Are very organized with ability to multi task
- Are Enthusiastic and outgoing 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
- Are not afraid to roll up your sleeves to get the job done!

Travel would be required and our sales team members play key roles at our events in running the shows in addition to building key relationships with exhibitors.

National Event Management is based in Markham, Ontario, with 35 full time employees and over 40 events produced annually. We are one of Canada's largest and leading producers of consumer events.

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 send a cover letter indicating why this Sales role is right for you!

Job Types: Full-time, Permanent

Benefits:

- Casual dress
- Dental care

- Extended health care
- On-site parking
- Paid time off

Schedule:

- Monday to Friday
- Weekends as needed

Supplemental pay types:

- Bonus pay
- Commission pay

Experience:

- Sales: 2 years (required)

Work Location: Hybrid remote in Markham, ON

Email your cover letter and resume to [danielle@nationalevent.com](mailto:danielle@nationalevent.com)