



ProExhibits seeks experienced Account Executives and Sales Professionals

ProExhibits is a well funded highly respected exhibit and event company which has experienced significant growth for the past 22 years. Our company has been recognized as an INC 500 company and as one of the fastest growing companies based in Silicon Valley. Moving forward, we have an aggressive growth strategy designed to capture market share during the current down economy. We are rapidly expanding our capabilities and are uniquely positioned to take advantage of the current business climate.

The Position

We are looking for highly motivated top sales performers with a strong track record in the trade show exhibit and event industry to join us as Account Executives.

We expect people on our team to handle their own pipelines from lead-generation to close, but we also have a supportive team environment and shared goals. The people who have had the most success at ProExhibits possess great consultative selling skills, show strong initiative and a desire to succeed, and maintain unquestioned integrity in their dealings with others. They also have deep knowledge of our products and the market and are constantly seeking to improve upon their abilities and results. Successful salespeople at ProExhibits hit or exceed their quotas on a regular basis and get rewarded accordingly.

Responsibilities

- Consistently meet or exceed monthly revenue and activity goals
- Develop and implement successful lead-generation activities
- Grow and manage a pipeline of active prospects, moving them forward to rapid close
- Develop and maintain deep knowledge about our clients, our market, our company and our products
- Handle all aspects of the selling and closing process
- Track and report on activities through our sales software and in our weekly sales meetings
- Deliver exceptional customer service and maintain strong relationships with clients
- Work closely and cooperatively with others on the ProExhibits team
- Maintain the highest levels of ethics and professionalism

Qualifications

- High degree of initiative and self motivation and a strong desire to succeed
- In-depth experience with trade show or event industry
- Strong knowledge of and interest in event marketing and recruiting processes and challenges
- Successful track record in consultative sales, with strong prospecting and closing abilities
- Ability to thrive in an enthusiastic and dynamic team environment, along with a desire to make a personal impact on the company
- Exceptional client skills, with an emphasis on good listening and rapport building
- Willingness to learn on the job and desire to constantly improve
- Excellent written and oral communication and presentation skills, with good attention to detail
- Experience handling complex projects, time management and prioritizing tasks are a must
- Strong work ethic and professional maturity
- Unquestioned integrity and ethics

To apply for this job

To apply for this job, please submit resume to: recruiter@proexhibits.com and indicate the position you are applying for in the subject line.

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