ProExhibits Seeks Experienced Director of Sales

ProExhibits is looking for accomplished Director of Sales with experience selling in the exhibit industry, event management services, or similar marketing industry.

This is an ideal opportunity for a manager that has the ability to identify and recruit sales talent, develop a sales team, and close sales. You will join a rapidly growing company that provides superior products and services for a vast customer base while also working with an award winning production team that will execute flawless products you can sell with confidence. If you have the proven ability to train others to make presentations and sell to executive level decision makers, then this opportunity will offer you considerable monetary success.

If you have a history of proven exhibits/trade show/event management sales management experience and want to be a part of a nationally recognized company that offers the industry's best compensation plan, we want to speak with you!

Why work here? ProExhibits has made the Inc. Magazine "500" list, has been named one of the "100 Fastest Growing Companies in Silicon Valley" and has garnered numerous industry awards for its outstanding exhibits, events, and services.

Recently they garnered national recognition by receiving the Top 50 Fabricators Award. This highly coveted award is an indication of the company's continual growth and commitment to their clients' success.

Responsibilities of Director of Sales includes:

- Planning, directing, and evaluating the activities of the sales department through forecasting sales and recommending goals and sales strategies.
- Developing strategies for selling and servicing client accounts.
- Go out on sales calls.
- Attend management meetings
- Report performance to management team.
- Keeping abreast of national and international business environments and adapt operations accordingly.
- Recommending strategic changes to the President to advance the company.
- Communicating job expectations, monitoring and appraising job results.
- Coaching and counseling employees.
- Personally attending public relations duties as required.
- Collecting, analyzing, and summarizing information to maintain accurate files on clients and prospects.
- Acting as liaison between client and departments through field services and warehousing.
- Attending trade shows.

Preferred Profile:

- Sales knowledge of exhibit production method and materials.
- Several years of experience as a sales or marketing representative or in a related occupation with 3+ years of management experience.
- Strong communication skills, service orientation and organization skills
- University degree or college diploma.

ProExhibits®