

The role:

Based in London and reporting to the Sales Director, the Sales Manager will be selling into and managing a portfolio of B2B conferences. This will include management of one or two sales people but with growth targets based on forecasted increased profitability of the series. The role would initially be 80% selling and 20% man-management.

The product:

Our events are commercial, high fee, B2B conferences providing business information for senior level executives from the sustainability sector as well as commercial companies dealing with climate change issues and changes in regulation. Many of our events focus on regional issues and take place in locations globally.

Our products are research led, but with a commercial purpose and sponsorship in mind. We design high quality programmes with un-rivaled speakers, as such we have an excellent reputation in the markets we serve.

Requirements:

- Clear, demonstrable understanding of the sales process
- Minimum 5 years sales experience, preferably in Sponsorship
- Fully focused on the customer and adept at finding great solutions
- Ability to build and manage a their team's sales pipeline and provide quantitative reporting to management
- Good organisational skills
- Ability to work calmly under pressure at all times
- Hard working with a high pace of work
- Ambitious and financially driven
- Strong believer in continuous training and self-development
- Articulate, intelligent and well presented with strong people skills
- Solid experience using sales databases such as ACT, Salesforce, Goldmine

Key responsibilities:

- Monitoring your team's performance and motivating them to exceed targets
- Close sales and hit personal sales targets
- Help create a results driven, high energy sales environment
- Report performance figures to the sales director and management team, weekly
- To lead by example and foster team work and collaborative attitude
- Ensure internal deadlines are hit across all products
- Strategic development of the sponsorship revenue strategy
- Gather product and company feedback from customers and prospects
- Help to develop new products and packages
- Work with the research team to gain a comprehensive understanding of the target audience/prospects for your portfolio of products
- Implementing cross-team sales productivity improvement initiatives & processes

- Work directly with the Researchers and Marketing teams to generate new sales leads
- Work directly and collaboratively with the operational function to ensure cohesive communication with clients and a smooth sales campaign delivery on site
- Conduct face-to face meetings with senior management from target market
- Additional responsibilities as set out in the Mangers' Role at GPC document.

Desirable:

- Management experience and training
- Experience with ACT or Salesforce
- Additional languages

The Package:

Competitive basic, excellent commission

Applications:

Please send your CV and a covering email to recruitment@greenpowerconferences.com
FAO: Stephan Groves, Commercial Director.

About Green Power Conferences:

Established in 2003, Green Power Conferences was the first to offer professionally organised events focusing on the sustainability sector. Over the last five years, we have welcomed over 15,000 delegates from 92 countries and built a global database of 1,000,000+ contacts. Our expertise lies in producing high quality, interactive conferences that provide ample networking opportunities for delegates and partners alike.

Each event is developed by a team of market research professionals who ensure our events provide in-depth discussions and the latest industry updates in these fast-moving sectors. With a global portfolio of 50+ events, Green Power Conferences is helping to accelerate the uptake of sustainable business practices from Rio to Hong Kong. We also walk the talk, by offsetting all our commercial activities through renewable energy projects around the world.

Green Power Conferences is a commercial B2B conference organiser, operating only in the sustainability sector.

www.greenpowerconferences.com

