

KORTRIJK XPO HAS GOT A STRONG REPUTATION IN BOTH NATIONAL AND INTERNATIONAL EXHIBITIONS, CONGRESSES AND EVENTS. BECAUSE KORTRIJK XPO IS CONSTANTLY EVOLVING AND GROWING STEADILY, WE ARE CURRENTLY LOOKING FOR AN ACCOUNT MANAGER UK/ITALY WITH A PASSION FOR SALES!

ACCOUNT MANAGER UK/ITALY

JOB DESCRIPTION

You plan and prioritise personal sales activities and customer/prospect contacts towards achieving the business aims agreed upon with your Exhibition Manager.

You manage your own portfolio/business according to an agreed market development strategy.

You maintain and develop existing and new customers.

You use the customer and the prospect activities tools and systems in a correct way and you update relevant information in the system. You manage your own database.

You plan, carry out and support all marketing activities (sales letters, websites, e-flyers, mailings, ...) and co-ordinate your personal sales efforts (visiting existing and new exhibitions, telesales, follow-up existing contacts, ...) with these activities.

You respond to and follow up sales enquiries using appropriate methods.

You attend (and present) at external customer meetings and internal meetings

You report to the Exhibition Manager for the event(s) that you are active on.

REQUIREMENTS

A minimum of a bachelor's degree is required. Your personality however is essential: we are looking for a self-driven, result-oriented Account Manager with a clear focus on high quality and business profit.

You are a team-player who is determined to present results.

You are an empathic communicator, you keep to deadlines and you are immune to stress. You are fluent in English as well as Italian and you have a strong affinity with 'exhibitions'.

APPLYING

You can apply for this position by sending your letter of motivation and CV to:

Kortrijk Xpo
Attn Hannelore Caenepeel
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Kortrijk **Xpo**
when ideas need space