

**The role:**

Based in Brighton, the BDE will be selling sponsorship and exhibition space across a portfolio of high growth B2B conferences in the cleantech and sustainability sectors.

We are *the* market leading conference producer in an exciting, dynamic and high growth market and this is a huge opportunity for an exceptional sales manager who relishes the prospect of joining a small but highly-reputed company and who will help shape and grow the business over the coming years.

**The product:**

Our events are commercial, high fee, B2B conferences providing business information for senior level executives from the Food-Water-Waste-Energy nexus. Many of our events focus on both global and regional issues and take place in locations globally (San Francisco, New York, Sao Paulo, London and Singapore). We work with game-changing and innovative start-ups and leading brands such as Google, Microsoft, IBM, JP Morgan, Amazon and Unilever.

Our products are research led, but with a commercial purpose and sponsorship/partnerships in mind. We design high quality programmes with un-rivaled speakers, as such we have an excellent reputation in the markets we serve and are widely regarded as market leaders. This is an unrivalled opportunity to actively help shape the strategic agendas of the larger corporates whilst making a lot of money.

**Requirements:**

- Strong, proven seller with excellent sales figures
- Ambitious and financially driven
- A passion for sustainability and tech
- Hard working with a high pace of work
- Articulate, intelligent and well presented
- Minimum 2-3 year's sales experience selling B2B to senior level business executives
- Clear, demonstrable understanding of the consultative selling process
- Ability to build a sales pipeline and provide quantitative reporting to management
- Experience using sales software such as Salesforce, Goldmine, ZoHo etc...
- Not afraid to use the phone or travel internationally
- Align working hours with the destination market
- A great sense of humour!

**Key responsibilities:**

- Selling across the entire portfolio of summits and supporting existing projects
- Work with the research team to gain a comprehensive understanding of the target audience/prospects for your portfolio of products
- Work directly with the Researchers and Marketing teams to generate new sales leads
- Research the market and generate/qualify at least 25 new leads per campaign
- Reach a guide of 5 effective calls a day
- Attend key Rethink Events and develop business trips around the world
- Generate new business, close sales, hit targets
- Manage and implement the Sponsorship deliverables according to the contracts

**Desirable:**

- Additional languages – Spanish, German, French
- Understanding and experience of the B2B conference model
- Experience in the sustainability and cleantech sectors

## The Package:

Competitive basic, uncapped commission

## Applications:

Please send your CV and a covering email to [stephan.groves@rethinkevents.com](mailto:stephan.groves@rethinkevents.com)

FAO: Stephan Groves, Director & Co-Owner

## About Rethink Events:

**Rethink** conferences are created by experts in cleantech and sustainability to address the issues most crucial to investors and developers in these sectors.

Through extensive research, we create hard-hitting agendas, rich in content, and featuring the industry's most influential figures. We are the #1 summits for each of our respective verticals.

Interactive debate and extensive networking opportunities encourage the sharing of ideas and information, and the formation of new business relationships.

Our goal is to inform and shape the future of the cleantech and sustainability industries.

[www.rethinkevents.com](http://www.rethinkevents.com)



São Paulo – June 28-29, 2022  
London – September 20-21, 2022  
San Francisco – March 14-15, 2023



New York - Alt.Proteins – June 21-22, 2022  
London – September 22-23, 2022  
San Francisco – March 16-17, 2023



Amsterdam – October 19-20, 2022  
San Francisco – March 13, 2023



New York – June 23-24, 2022  
UAE – December 1-2, 2022



Singapore – October 26-28, 2022



London – May 10-11, 2022  
New York – December 6-7, 2022



London – June 14-15, 2022



Los Angeles – October 26-27, 2022  
London – February 21-22, 2023

**rethink.**  
CELEBRATING 10 YEARS