

Do you thrive on competition? Would you like to earn lots of money whilst having a positive impact upon the planet? Are you the type of person who makes small talk with others in a queue? Are you excited to learn about others' lives?

If you answered yes to these questions, an Event Sales Position at Rethink might be right for you. We challenge our team to meet stretch goals on a daily basis. In addition to a competitive basic, our team benefit from a generous commission structure and have the opportunity to earn special bonuses if they outperform.

The role:

Based in Brighton, the Event Sales Executive will sell attendance across a portfolio of market leading B2B conferences in the cleantech and renewable energy sectors. Our events take place in London, San Francisco, New York, Toronto and Singapore.

You will be expected to use telephone and email to convert leads into paid registrations for the summit. Delegates are director-level, and based globally, so an ability to connect with senior, international contacts is a must. We work with game-changing and innovative start-ups and leading brands such as Google, Coca-Cola, IBM, GE and Intel.

What we deliver:

Our events are targeted at and built with the very top people in the sustainability sector. They are research led, but with a commercial purpose in mind. We design high quality programmes with un-rivalled speakers, as such we have an excellent reputation in the markets we serve.

What you will do:

- Follow up inbound leads and enquiries and convert to sales
- Identify and account manage past multi-buyers and key customers
- Build, operate and maintain a sales database
- Work directly with the marketing team to generate new leads
- Develop the portfolio of products and Identify new business opportunities

What we would like to see:

- Track record of high achievement
- A highly self-driven sense of motivation
- Previous successful sales experience OR a strong interest in a sales career
- Natural curiosity and passion for sustainability
- Confident when selling to senior-level business people globally
- Ability to work well within a team environment
- Good IT skills including Excel, Word, Outlook and Google
- A good sense of humour!

Bonus skills that we would like:

- Additional languages – Spanish, German, French
- Understanding and experience of the B2B conference model
- Experience with Salesforce / databases

The Package:

Competitive basic, uncapped commission

International travel opportunities

Strong training programme and career development opportunities

Small, fun & relaxed office which is located just a couple of minutes from the beach!

This role will be based on a temporary contract, with the potential to become permanent.

Let's get the ball rolling:

Please send your CV and a covering email to stephan.groves@rethinkevents.com

FAO: Stephan Groves, Commercial Director.

About Rethink Events:

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

www.rethinkevents.com