sponsorship BOOST

Event Sales Manager

Sponsorship Boost seeks an energetic professional to support the exhibit and sponsorship sales activities and account management for our association clients. The ideal candidate will be a sharp, energetic person, with excellent sales skills and event project management experience who can work efficiently in a multiple client environment.

In addition to your salary, we offer the opportunity to be part of a growing company that works on both live and virtual meetings and sales bonuses based upon performance goals.

This position is fully remote.

Essential Duties/Responsibilities:
· Manage client account
· Lead client meetings
· Lead internal meetings with sales and operations
· Develop sales strategies for each association client
· Sell exhibits and sponsorships
· Find and target prospective exhibitors and sponsors
· Receive and respond to general exhibitor/sponsor inquiries
· Write exhibitor & sponsorship e-mails
· Notate sales conversation in SalesForce CRM
· Develop and maintain relationships with exhibitors/sponsors

Requirements:
· Exceptional customer relations skills
· Exceptional written and verbal communication skills
· Proficiency with Microsoft Office software (Word, Excel, Outlook)
· Bachelor's Degree *preferred*
· Strong work ethic with an enthusiastic, positive attitude, and the highest level of integrity
· Commitment to proactive follow-up
· 15% travel

About Sponsorship Boost
Sponsorship Boost is a small, rapidly growing company that now works with 27 tradeshows annually with collectively more than 1,000 exhibitors and 10,000 attendees. From major association meetings to industry trade shows, Sponsorship Boost helps associations raise non-dues revenues to support their mission.

Sponsorship Boost's unparalleled customer service and an unwavering focus on exhibits and sponsorships allows us to create successful trade shows for our clients. Our unique solutions are customized to meet each client's specific needs and goals, and are delivered by a dedicated team focused on success.

Please email your resume to BZerrlaut@sponsorshipboost.com and indicate which job position you are applying for.