

ACCOUNT EXECUTIVE

Now hiring EXPERIENCED Account Executives within the Chicago land Area. High Energy Environment, Best Compensation Program in the Industry BAR-NONE. Aggressive Growth Strategy, unparalleled support systems! Looking for HUNTERS ONLY! We pay BIG for new business!

Looking for an Account Executive that can open doors and find new opportunities, via cold calling, networking, referrals, Agency Relationships and developing Marketing Leads. Having the ability to listen and understand a client's challenges and solve these challenges on time, on budget, and make the client look like a champion in their own organization. A trusted partner and consultant for those organizations who rely heavily in outsourcing their Event & Trade Show Marketing needs.

JOB TITLE:

Account Executive

JOB PURPOSE:

Sales Executive striving to build Clientele on full event and trade show exhibit project sales. Comfortable working within b2b marketing with experience in sales, marketing and development sales strategy and goals and executing them to completion.

SKILLS/QUALIFICATIONS:

Ideal Candidates are motivated, driven, self-starters that are looking for the LAST place to finish their career!

- Over 5 years in sales, high involvement projects with clients of small to large budgets.
- Minimum of 2 years -Trade Show and Event Industry experience
- Bachelor's Degree/ or related experience required
 - A proven track record of successful sales development
 - Strong interpersonal skills with emphasis on relationship building
 - Excellent communication, time management and organizational skills
 - Ability to interface with diverse audiences
 - Proven ability to identify and persuade decision makers
 - PC proficient with particular emphasis on Microsoft Office Suite as well as internet search tools

ADDITIONAL QUALIFICATIONS

- Prospecting Skills and Management of pipeline and prospects
- Setting appointments and organizing processes
- Build on existing client relationships by developing need for additional, broader scope of services and new concepts
- Margin Competence and response experience via RFP and RFI
- Negotiation Skills
- Exhibit Design Understanding + Graphic Design
- [Salesforce.com](https://www.salesforce.com) Experience a plus
- Career Minded as opposed to a "job"

TRAITS:

Key traits of highly successful Account Manager are the following:

- Passionate
- Strong work ethic
- Caring
- Comfortable in a fast-paced environment
- Communicative
- High Energy
- A can do attitude
- Team Approach & Spirit
- Terrific Problem Solver
- 24/7/365 Mentality

COMPANY DESCRIPTION

Preparing for an event is never a one person job. You need partners. Partners who can help you make a great first impression, which can help you demonstrate your professionalism and attention to detail. At TradeTec we are your partner at every stage of event management – from design to shipping and service logistics. We are there to help you select a great space, A/V equipment, lighting, and even event talent and personnel.

TradeTec provides clients a Big Brand Experience utilizing exhibit and event architecture and design, as well as graphic production, storage, online event management, and marketing. With a diverse range of clients, TradeTec supports corporate and special events, trade shows, and human resources events that engage and delight audiences from key prospects to business boards. TradeTec Skyline is a recipient of the INC 5000 fastest growing companies in America award three times since 2008.

KEY TRADETEC SKYLINE FACTS

- We've managed more than 36,000 projects for 6,000 satisfied clients – that's why our average client has worked with us at least six times.
- Our business volume affords us competitive pricing with top industry strategic partners.
- Our deep relationships with vendors and contractors of all sorts enable us to pull off miracles on a regular basis.
- 75% of our business is repeat- or referral-based.

ADDITIONAL INFORMATION

Type: Full-time

Experience: Mid-Senior level

Functions: Sales

Industries: Events Services

Compensation: 100% Commission

Send your resume and cover letter via email or fax to:

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