

ARCHITECT @WORK

ACCOUNT MANAGER DACH

Kortrijk Xpo has a strong reputation in both national and international trade shows, congresses and events. Because our international concept ARCHITECT@WORK is constantly evolving and growing steadily, we are currently looking for an Account Manager DACH (Germany - Austria - Switzerland) with **excellent knowledge of German (next to native) and a strong passion for sales.**

YOUR JOB

- > You will be in charge of managing customer relations and recruiting new exhibitors. You will be a partner for your customers and an exhibition-specialist that looks for a 'win-win' situation. In short, a professional who obtains results through an alert and customer oriented approach.
- > You plan your own sales actions to persuade customers and prospects in order to reach sales targets that have been set together with your Exhibition Manager.
- > You plan, organise and check direct marketing campaigns (sales letters, websites, e-flyers, mail shots, etc) and manage your own duties on a self-reliant basis.
- > In addition to the many contacts to be established and followed up by phone, you will have face-to-face contact with your (future) exhibitors upon attending exhibitions and while securing appointments throughout the DACH region.
- > You prepare and are in charge of approval sessions with the different judging panels.
- > Along with your team, you will be present during build up, open days and pull out of your own event(s).

YOUR PROFILE

You are passionate about sales, have a sense of responsibility and enjoy a challenge. You are capable of managing a portfolio of contacts on a self-reliant basis and are willing to travel. Preferrably, you will work from our Headquarters (Kortrijk Xpo - Belgium) but home office is also a possibility.

A minimum of a bachelor's degree is required, although your personality is essential: we are looking for a self-driven, results-oriented Account Manager with a clear focus on high quality and business profit. You are a team player, with a strong affinity with trade shows, who is determined to present results. You are fluent in German (next to native) as well as Dutch or English.

APPLYING

Are you interested in working in the exhibitions and events industry?

Apply for this position by sending us your letter of motivation and CV:
joinus@architectatwork.com