

# ARCHITECT @WORK

## ACCOUNT MANAGER SCANDINAVIA

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 SCANDINAVIA with **excellent knowledge of Norwegian and English 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 SCANDINAVIAN 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. **You will work from our Headquarters (Kortrijk Xpo - Belgium).**

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 Norwegian and 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](mailto:joinus@architectatwork.com)