



## **Delegate Sales Executive**

### **Job description**

We have an exciting opportunity for an enthusiastic and self-driven person to join our rapidly growing events business based in the Bath/Wiltshire area.

Rela8 Group have a relaxed and fun office atmosphere, with a hardworking and entrepreneurial team who are passionate about growing the business.

We are looking for individuals who can build and maintain fantastic business relationships over the telephone. You will be recruiting and working with the attendees (C-Suite / VP / Director level) for events within Technology, Cyber Security, Data/Analytics, Marketing & Healthcare to certify that they are relevant and informative depending on the topic and industry.

### **Requirements:**

- A positive, enthusiastic and can-do attitude
- Proven pro-active target driven telesales experience
- The ability to manage multiple tasks at once
- Outstanding communicator at all levels
- Experience of using a CRM system
- Have the ability to build a rapport with potential and existing clients
- People management experience
- Enjoy working within a small team
- Experience within events/ conferences and account management would be desirable

### **Great IT knowledge would be an advantage but not essential**

### **What you get:**

- Uncapped commission
- 21 days holiday plus bank holidays
- 2 weeks paid leave over Christmas shutdown
- Your birthday off
- International travel
- Local gym membership
- Company laptop
- Office Dog

Job Type: Full-time

Salary: Minimum wage + £6-8k OTE

This is a sales and outreach role, not an event management / production position.

Please including a covering letter to your application, stating why you think you would be the ideal candidate for this role and detailing current salary and your current notice period.