**Account Executive**

Working for a prestigious events company we are looking for an Account Executive to managing existing accounts and increase business through effective Account Management.

**THE ROLE:**

* To achieve sales targets and maximise sales through all channels.
* Take ownership and responsibility for the development of an agreed number of clients and accounts. Tasked with achieving agreed levels of new business and increased market share through a sales platform and use of commercial management techniques
* To regularly meet with existing accounts and build an account development strategy to ensure retention and growth.
* To research and identify new account opportunities from existing accounts.
* Build and manage a vibrant, long term network of relationships with individuals from multiple constituencies.
* Assist in preparing sales collateral and presentation materials including proposals.
* To maintain accurate records on prospects through the Client Relationship Management System.
* To be aware of competitor pricing, understand the dynamics of the local market and the demand generators, and the effect this has on profit.
* Be actively involved (when required) in the event hosting activities.
* Cross selling products, focused on Conference & Events, Partnerships, Groups and Upgrades

**EXPERIENCE, SKILLS AND QUALIFICATIONS**

Experience

Be able to demonstrate success in a sales environment.  Understanding and experience of account development/management and selling to both corporate and private individuals.  Competence with Microsoft packages (Word, Excel, PowerPoint) and a Customer Relations Management system.

Skills

* Exceptional presentation and negotiation skills
* Ambitious
* Ability to work under pressure and to agreed timelines
* Thinks on her/his feet
* Is a strong and convincing communicator
* Uses initiative when developing accounts, conducting research & preparing proposals.

**BENEFITS AVAILABLE:**

Alongside a competitive salary we offer complimentary tickets for events that you can share with friends and family alongside pension and discounts in selected retailers locally.

Thank you for taking the time to apply to OPR Resourcing Specialists. If your application is successful you will be contacted within 7 days. We apologise but due to the high volume of applications we receive we are unable to provide feedback on individual CV's.

Please note that by applying for the above job it will be understood that you accept our Terms of Business and Privacy Policy which can be found on our website on the page "Find A Job".