SALES EXECUTIVE – INTERNATIONAL ACCOUNT/CLIENT MANAGER

As a premium business information provider collaborating with Fortune 500 companies, we produce and organize international conferences and business events for C-Level Executives in the Banking, Insurance and Healthcare industries.

As our company expands, so does our team in Skopje! If you would like a chance to earn competitive rewards, travel internationally, develop further fulfilling your career ambitions and learning more about the business cycle – this is the right environment for you.

You will work closely with senior decision makers from the world’s largest and most innovative institutions, matching their requirements with our uniquely tailored events. We’ll provide comprehensive training, enabling you to enter the world of event organizing events, with an opportunity for excellent earnings through uncapped commissions and outstanding opportunities through our fast-track management program.

**Sales Executive**

We require:

● 3y+ Sales Experience is an Asset [cold calling in international businesses]
● University Degree, Business Related
● Proficiency in English, other languages a plus
● High energy and strong desire to achieve top results with a charismatic, can-do attitude over the phone
● Strong self-starter and self- motivator;
● Confident phone manner & exceptional communication skills

Responsibilities include:

● Driving new business sales cycle including identifying potential clients, research and lead generation
● Cold calling - resolving prospect’s needs
● Ensuring sales objectives are achieved or exceeded
● Developing new business through engagement
● Effectively and profitably negotiating and closing deals
● Conducting meetings and professional presentations

We offer:

● Competitive salary + very attractive bonus structure - "no-limit" commission [you define your paycheck]
● Continuous Education: Professional Training, Growth & Development;
● Dynamic Sales Career;
● 4 weeks annual leave;
● Fun working environment;
● Representing the Company at our Conferences in major European / World capitals;
● Opportunity to learn about the key industry and financial markets.

**Career Progression:**

Sales Executive > Senior Sales Executive > Team Leader > Assistant Sales Manager > Sales Manager > Sales Director

If you are interested in this opportunity with EUROEVENTS, please send your CV to operations@euro-events.co

***Come grow with us and gather invaluable international experience!***