



Turning ideas into value

The variety of characters defines our success

Sales Manager at NürnbergMesse North America

About us

NürnbergMesse North America (NMNA) is a full subsidiary of the German trade fair company NürnbergMesse Group. NMNA organizes U.S. trade shows and congresses, produces U.S. international pavilions around the globe and provides opportunities for U.S. companies wishing to visit or exhibit in trade shows worldwide. NürnbergMesse Group is one of the 15 largest exhibition companies worldwide. Around 900 employees work for the company at eleven locations worldwide. We will offer you a work environment where you can develop your ideas, with tasks where you can contribute your experience and skills. We are looking for employees with a keen sense for people and their needs, who enjoy learning and development.

The Sales Manager position with NürnbergMesse North America is responsible for managing all sales-related activities associated with assigned events managed or contracted by NürnbergMesse North America, as well as Outbound and Pavilion sales into assigned events from the NürnbergMesse Global Portfolio. The primary responsibility is to execute sales activities resulting in the generation of target revenues for NürnbergMesse North America from assigned portfolio of events.

Quick Facts



Full Time



FLSA Status: Exempt



Reports to: Managing Director



Location: Atlanta, Georgia

Major Accountabilities

- Create and maintain territory development plan addressing the following for all events within assigned territory;
- Create and maintain monthly, quarterly and annual sales and marketing plans with quantitative metrics for performance analysis and accurate forecasting;
- Meet sales goals and objectives;
- Manage operations (sales orders) for U.S. Pavilions in assigned events;
- Customer service for exhibitors including up to and during events;
- Marketing of events within industry;
- Communicate sales and marketing progress to international management.

SALES FOCUS:

- **Outbound Sales:** The sale of U.S. based exhibiting organizations into assigned events from the NürnbergMesse global portfolio.
- **U.S. Pavilion Sales:** Sale and Management of exhibit space and operations orders for U.S. Pavilions at specific events within the NürnbergMesse global portfolio.
- **NMNA Event Sales for Exhibit Space,** Sponsorships and Marketing / Advertising Opportunities

Qualifications

To perform this job successfully, an individual must be able to perform each major accountability. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the major accountabilities

- **Education:** Bachelor's degree from four-year college or university;

- **Experience:** four to six years related experience and/or training in sales; or equivalent combination of education and experience;
- **Tradeshows:** Three years of experience in tradeshow sales, sponsorship and/or marketing management desired. Knowledge of international events and trade shows desired, but not required;
- **Language Skills:** Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and marketing communications. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.
- **Computer Skills:** intermediate proficiency in Microsoft Office, Experience in working with and managing CRM Systems, specifically data management, workflow processes, dashboard essentials, task automation and cloud service integration preferred. Experience with ZOHO CRM a plus
- **Reasoning Ability:** Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

Other Skills, Abilities and Requirements

- Ability to prioritize and plan work activities, be detail-oriented and maintain confidentiality.
- Ability to perform under minimal supervision and work extended/irregular hours including nights, weekends and holidays as necessary to ensure that deadlines are met.
- Ability to travel, including international travel. Must have a U.S. Passport without restrictions.
- Establish and maintain effective working relationships with diverse groups of people in high pressure situations with a goal of having the client become or continue as a repeat customer.
- Ability to anticipate problems and opportunities and have the initiative to follow through quickly and independently.
- Thorough understanding of working with complex budgets, as well as the ability to create event financial reports and provide detailed forecasts.
- Excellent oral and written communication skills.

Travel Requirements

Travel for this position is estimated at 25% – 35%. Candidates must be able to travel internationally. As such, candidates must have a valid US Passport with no restrictions.

What we offer

- **Great colleagues**, who love their job, are experts in their field, who are always there to help and advise you, and are just waiting to work with you as part of the team.
- **Room to grow**, learn, prove yourself and make a difference!

Beyond that, here's what you can expect:



Paid Holidays



Retirement Plan



Health Care



Personal Time Off



Working from home



Possibility to combine business and private travel



Training Opportunities

Are you interested?

Then we should get to know each other! Apply with your cover letter, resume and relevant references to:

bill.ingwersen@nuernbergmesse-north-america.com

WE ARE LOOKING FORWARD TO YOUR APPLICATION!