

Account Executive - Trade Show Chicago

Summary:

As an Account Executive - Trade Show Services with SmartSource Computer & Audio Visual Rentals your primary focus would be to grow our rentals of audio visual, computer, lead retrieval, digital signage and other technology and rental services specifically for utilization at trade shows.

Target markets for this position include:

- Show management companies/Meeting Planners
- Associations
- High Frequency Exhibitors
- Exhibit Houses/Booth Builders
- I & D Contractors and Decorators

The ideal candidate will have intimate knowledge of client needs within one or more of the above targeted markets.

Key responsibilities:

- Develop a portfolio of new clientele for SmartSource's trade show offerings.
- Obtain official technology supplier status for show management, breakouts and the show floor
- Cold call potential new trade show clientele.
- Travel to meet with potential new trade show clientele in person.
- Identify and recommend potential new trade show verticals to senior management.

Requirements:

The ideal candidate will possess:

- A minimum of 3 years of demonstrated professional sales experience, preferably in the Audio-Visual or Corporate Events market.
- Bachelor's Degree preferred.
- Outstanding written and oral communications skills.
- Ability to effectively present ideas and information in a professional business environment.
- Effective time management skills, with strong organization and prioritization abilities.
- Strong knowledge of Microsoft Office products including Word, Excel, and Access.
- A positive, can-do attitude with a desire to continually improve performance and take it to the next level.
- Ability to utilize search engines and other business resources to gather relevant data and facts, and able to synthesize and apply the information appropriately.
- Ability to travel on a limited basis as needed.

SmartSource Audio Visual Rentals is committed to a work environment free of all forms of discrimination.