

WIP Renewable Energies is a company which provides high-level scientific and engineering services within the renewable energy and environment sector. WIP has over 30 years experience in Conference and Exhibition organisation and realisation. Among the activities undertaken by WIP is the conception, preparation, organisation and management of a series of high level and large-scale international conferences, e.g. EU PVSEC European largest Photovoltaic Conference, workshops, seminars and exhibitions in the field of renewable energies.

For our Event Department we are looking for a

Sales and Operation Manager Exhibition (m/f)

starting as soon as possible for fulltime or parttime in Munich.

Your responsibilities:


- Creation of new sales strategies and sales marketing actions
- Support of our customers before, during and after the event in all relevant fields
- Acquisition of new customers
- Drafting offers
- Closing contracts
- Visiting relevant trade fairs to acquire new customer
- Documentation and reports of sales activities
- Close cooperation with other departments, including marketing, graphic
- Coordination of external service providers
- Contact person in all questions of the Exhibition

Your profile:

- Strong exhibition sales with at least three year's experience in either consumer or B2B exhibition sales
- Strong motivational skills and a desire to exceed targets
- Knowledge and experience of exhibitions
- Excellent management, interpersonal and communication skills


WIP WIRTSCHAFT UND INFRASTRUKTUR GMBH & CO PLANUNGS-KG

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Geschäftsführer Projektabteilung Dr. Rainer Janssen, Geschäftsführer Dipl.-Ing, MBA INSEAD Hans Hammer

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- Solid understanding and ability to demonstrate core sales skills
 - Good negotiator with ability to successfully deal with objections and close
 - Budget management and forecasting
 - Ability to meet deadlines and work comfortably under pressure
 - Good team player with high sense of responsibility
 - Excellent written and verbal communication in English and German
 - Reliability, flexibility and resilience
 - Open-minded, friendly nature and safe appearance
 - Independent and results-oriented work
 - Willingness to travel

You get this:

- An employment with attractive performance-based remuneration
- A varied activity with Opportunities to introduce ideas
- A very open working climate with flat hierarchy levels
- Cross-cultural and international working environment
- A working time that can be flexibly designed

If we have aroused your interest, then send your application with the earliest possible entry date and salary request to

Ms. Patricia Gerlinger | patricia.gerlinger@wip-munich.de

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Information about Data Protection: We will delete your application documents and all other data from you after completion of application procedure, latest after 6 months. For more information: <https://www.wip-munich.de/privacy-policy-gdpr>

