



WIP Renewable Energies is a company which is specialized in high-level scientific and engineering services within the renewable energy and environment sector. WIP has over 40 years of 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.

With currently around 25 employees, we plan to expand our position in the field of renewable energies.

Our event department in Munich is looking for a

Sales and Operation Manager Exhibition (m/f/d)

starting at earliest availability, in fulltime or parttime.

Your responsibilities:

- Creation of new sales strategies and sales marketing actions
- Acquisition of new customers, among visiting relevant trade fairs
- Achieving and exceeding sales targets
- Drafting offers & closing contracts
- Support of our customers before, during and after the event in all relevant fields
- Documentation and reports of sales activities
- Close cooperation with other departments, including marketing and graphic
- Coordination of external service providers
- Contact person in all questions of the Exhibition

Essential requirements:

- Excellent management, interpersonal and communication skills
- Good negotiator with ability to successfully deal with objections and close
- Open-minded, friendly nature and self-assured appearance
- Knowledge of trade show sales and operations with at least two years of experience in either consumer or B2B trade show sales
- Budget forecasting and management
- 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
- Independent and results-oriented work
- Knowledge of renewable energies would be an advantage

What we offer:

- An adequate remuneration package
- A varied activity with opportunities to introduce ideas
- Open working climate with flat hierarchy levels
- Cross-cultural and international working environment
- Various benefits (team events, health promotion, company pension schemes)
- You can make use of flexible working hours

Interested? Please send us your application with the earliest possible entry date and salary request to application@wip-munich.de

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>

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