

## Rethink Events

### Graduate Sales Executive

At Rethink Events our goal is to promote innovation and sustainability in agriculture, food and water through a series of large international conferences. If you are looking to begin a career in sales, marketing or events, or to gain a foothold in the sustainability sector, you could be the ideal candidate for a sales executive position at Rethink Events.

#### About the Opportunity

As a delegate sales executive, you will sell attendance across a portfolio of market leading B2B conferences that focus on innovation and sustainability. You will be expected to use telephone and email to convert leads into paid attendees for the summit. Attendees are C-suite representatives from game-changing organisations such as: NASA, Google, Impossible, Microsoft, IBM, IKEA, WWF, J.P. Morgan, to name a few!

In more detail, you will:

- Follow up new business leads and enquiries.
- Identify and account manage past multi-buyers and key customers.
- Build, operate and maintain our sales database.
- Work closely with the marketing, business development, research, and operations teams.
- Help with the running of each event on the day (live or virtual).

This role offers:

- Competitive basic salary, uncapped commission and bonus
- Strong training programme and career development opportunities
- Generous pension scheme
- International travel opportunities (Post Covid-19)
- Team building and company away days
- Cycle to work scheme
- Tight-knit and friendly team
- Modern and spacious office, in the centre of Brighton, just a short walk to the beach.

#### Our Culture & Company

Rethink Events is a fast-growing company with an exceptional team that are passionate about what we do. Based in Brighton, we work globally, with our biggest events taking place in San Francisco, New York, London, Singapore, Los Angeles, Amsterdam and São Paulo. In the past year we have run all our events online and have built a very successful virtual event platform.

We are looking for bright, ambitious, team players who will help our business continue to thrive.

#### Here's What You'll Need:

##### Requirements

- Excellent academics (degree preferred)
- Self-motivation and strong work ethic
- Natural curiosity and passion for sustainability
- An international outlook and interest in current affairs
- Good IT skills including MS Office
- Track record of high achievement
- Confident and professional manner (written and verbal)

##### Nice to have

- B2B phone sales experience
- Experience using Salesforce
- Additional Languages (Spanish, Portuguese, Arabic)

**Let's get the ball rolling: Please send your CV and a covering email to [jamie.alexander@rethinkevents.com](mailto:jamie.alexander@rethinkevents.com).**