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Apply Also: The Crescent Textile Mills Limited Jobs Deputy Manager Procurementdmg events is an international exhibitions and publishing company. We attract more than 425,000 visitors to our global portfolio of 80 exhibitions each year. Through our global events, our aim is simple.

We want to accelerate business through face-to-face events, which is why we work so hard to bring people together, creating opportunities for them to network, learn and do business. dmg events is part of the Daily Mail Group Trust (DMGT). DMGT Manages a diverse, multinational portfolio of companies with total revenues of £2bn, that provide businesses and consumers with compelling information, analysis, insight, events, news and entertainment.

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Sell exhibition space and sponsorships in accordance with set targets to ensure the revenue budget is achieved

Working with the Event Director to support the management of a network of overseas sales agents who sell exhibition stand and sponsorship and to achieve agreed sales target

To seek out, consider and evaluate new business opportunities

Monitor sales figures and reporting on a weekly, monthly and quarterly basis to enable senior management to be updated on the progress of the show and sponsorshipsApply Also:

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exhibitions/events industry.

Familiarity in selling construction and design products/services is a plus

Experience in Middle East market is plus

Arabic written and spoken is a strong asset

Ability to communicate effectively and efficiently with a wide variety of clients and partners across multiple mediums, including; phone, email, and face-to-face meetings

Highly motivated, ambitious, a desire to take ownership and responsibility to ensure the best outcome

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