

Position Overview:

We are seeking a dynamic and results-driven Sales and Marketing Executive to join our vibrant team in the events and exhibition industry. The successful candidate will be responsible for driving sales and marketing efforts to promote and sell our company's events and exhibitions. This role involves a combination of strategic planning, relationship building, and creative marketing to ensure the success of our events.

Job Title: Project Manager

Location: Bangkok, Thailand (Hybrid)

Job Type: Full-time

Key Responsibilities:

1. Sales:

- Identify and target potential clients and sponsors for participation in events and exhibitions.
- Develop and maintain strong relationships with clients, understanding their needs and providing tailored event solutions.
- Achieve and exceed sales targets through proactive outreach, effective negotiation, and closing deals.
- Collaborate with the sales team to create compelling sales pitches and presentations.

2. Marketing:

- Develop and execute comprehensive marketing strategies to promote events and exhibitions.
- Create engaging content for promotional materials, including brochures, press releases, and social media campaigns.
- Utilize various digital marketing channels, including social media, email, and online advertising, to maximize reach and impact.
- Monitor and analyze marketing performance metrics to optimize campaigns and ROI.
- Collaborate with design and content teams to ensure the production of high-quality marketing materials.

3. Event Planning and Coordination:

- Work closely with the operations team to ensure seamless execution of events.

- Assist in planning and organizing promotional activities to enhance event visibility.
- Coordinate with sponsors, exhibitors, and vendors to ensure their needs are met and expectations are exceeded.

4. Market Research:

- Stay informed about industry trends, competitor activities, and market dynamics.
- Conduct market research to identify new opportunities and areas for growth.

5. Reporting:

- Generate regular reports on sales and marketing performance, providing insights and recommendations for improvement.

Qualifications:

- At least hold a bachelor's degree in Marketing, Business, or a related field.
- Proven experience in sales and marketing, preferably in the events or exhibition industry.
- The ability to travel when required.
- Excellent communication skills in both Indonesian (Bahasa) and English.
- Ability to work independently and collaboratively within a team.
- Excellent organizational and time management skills.
- Creative thinking and problem-solving abilities.
- Familiarity with CRM systems and marketing tools.

Benefits:

- Competitive salary and commission structure.
- Opportunities for professional development and growth.
- Health and wellness programs.
- Dynamic and collaborative work environment.

If you're a motivated and results-oriented individual with a passion for sales and marketing in the events industry, we invite you to apply to goboundless8@gmail.com and join our exciting team.