



Management Events

B2B ACCOUNT MANAGER

Management Events brings together the ICT solution providers and investment decision makers around Europe. We are looking to recruit a result-driven Account Manager B2B for the DACH market! Your location of work could be our Munich or Berlin office.



KEY RESPONSIBILITIES:

- Sell our B2B partner packages via interactive sales tools to solution providers from the ICT environment on the D-A-CH market.
- Ownership of the complete sales process from A to Z - from prospecting to closing the deals - both new business and growing your named accounts.
- Bringing the Management Events message across to sales and marketing C-level decision makers mainly within the tech and consultancy space.



WE ARE LOOKING FOR A COLLEAGUE WITH...

- Has 0-3 years of experience in B2B sales
- Is familiar working with set targets for both activities and results
- Still gets the kicks of calling the prospect for the first time
- Is also a real customer relationship builder
- Is ready to take the next step in his/her career and join our international sales team



WHY CHOOSE A CAREER AT MANAGEMENT EVENTS?

- We are international - Our events take place Europe, Asia and the Middle East. You get to work with international colleagues on a daily basis.
- We invest in people - After an extensive on-boarding process run by experienced trainers, we provide you with continuous self-development opportunities, for example in our Sales Academy.
- We love our teams - Our employees enjoy spending time together during our Sportsdays, Fridaybars and during our team breakfasts and lunches. Our bi-annual trainings bring the whole company together in our headquarters in Helsinki.
- We grow, and so can you - The DACH operation has achieved constant growth over the last years, giving our employees the opportunity to take on additional responsibilities fast and to become leaders.

COME JOIN OUR TEAM!

<https://campaigns.managementevents.com/career/>

COME VISIT STAND #48