

## **Exhibition Sales Executive - Wallington**

The PPMA is a group of trade associations that serves the industrial automation industry, specifically relating to the manufacture and distribution of processing and packaging machinery, robotics and industrial vision, to a number of key sectors, such as: food, beverages and pharmaceuticals.

The association supports its 500+ members by providing valuable services, including the organisation of the UK's largest trade exhibition each year at the NEC in Birmingham.

As the exhibition industry gets back on its feet in the UK, the PPMA is seeking a new Exhibition Sales Executive to drive this event forward and continue the success that has been built up over recent years.

The ideal candidate must have a proven sales background (at least 5 years in a direct sales role); be results driven; have a consultative approach to sales, along with strong interpersonal skills. A good level of IT proficiency is a must, as is the ability to organise in a calm and effective manner.

Whilst it is desirable that candidates have experience within the exhibitions industry, it's not essential. However, the ability to adapt; learn quickly, and utilise transferable skills is paramount.

This role is predominantly office based, but there will be a small amount of UK and International travel involved.

The PPMA will pay a competitive basic salary to the right candidate, along with an achievable and lucrative bonus structure. On top of this, there will be opportunities to join the company pension and private healthcare schemes, along with the life and critical health insurance policies that are provided to employees.

If you are looking for a career with a highly respected trade organisation, who performs at the top of the market in everything that it does, we would very much like to hear from you. Please forward a copy of your CV and covering letter as soon as possible.