

SALES MANAGER

The Berlin Travel Festival is a unique worldwide format focused on new perspectives of travel. The three-day event presents what travel means today – from the way journeys are planned to the way moments are captured and shared.

Representing a new generation of travelers, the Berlin Travel Festival is committed to innovative, sustainable concepts, and a better common future. Environmental and social responsibility are central components of the festival's philosophy.

The festival embodies a new consciousness in the travel and tourism sector and sees it as its task to exchange and discuss ideas with experts, brands, and travelers.

The Berlin Travel Festival is organized by I LOVE TRAVEL GmbH in cooperation with ITB Berlin from 6–8 March 2020 at Arena Berlin.

YOUR ROLE

- Lead generation and prospecting (i.e., cold calling, social media, events, etc.)
- Effective lead process management of allocated contacts
- Identify upcoming brands and trends in the tourism and lifestyle industry
- Use of Pipedrive (CRM tool) as a primary method of managing your day to day work
- Establishing and cultivating long-term oriented partnerships with our customers
- Attend networking events to generate new business and relationships
- Weekly reports to senior team
- Meeting and exceeding sales revenue goals
- Representing the Berlin Travel Festival at events and serving as a brand ambassador, communicating our core narratives, and reinforcing the unique position the Berlin Travel Festival holds in the marketplace

WHO YOU ARE

- Between 3–5 years of sales or client facing experience
- You will preferably have a strong network of contacts but will also be adept at identifying new clients and contacts through various resources, including other tradeshow, events and congresses, or LinkedIn and Xing
- You have phenomenal communication skills and you are a networking superstar with the confidence to build relationships at all levels, from junior to C-level
- You are used to driving things forward as an individual contributor, yet you are a great teammate.
- You have strong presentation as well as negotiation skills and a good record in closing deals.
- You communicate effortlessly in German and English
- You are looking for a full-time position

WHAT WE OFFER

- Insights into the organization and realization of a new and unique travel festival format
- The opportunity to develop your expertise in building a brand portfolio and work with international clients.
- A working environment which allows you to contribute your skills and strength, personal and professional development and growth through new challenges.
- Minimal hierarchies and responsibility for organizing your own work
- A young, open-minded, and international team
- An 800sqm co-working loft in the heart of Berlin Kreuzberg
- Some of the best lunch and coffee spots in Kreuzberg right around the corner

We are very much looking forward to your application.

Please let us know about your earliest entry date and your salary expectations.

Please contact us under: sales@berlintravelfestival.com