



Fullcircle

Job Advert for Full Circle Events & Exhibitions

Role: Sales Executive, EEH (Exhibitor Enhancement Hub)

Location: Manchester

a Little bit about us

Full Circle Events is a highly experienced exhibition stand contractor with offices across the UK. We are proud to build some of the biggest and best exhibitions throughout the UK and Europe.

With years of experience, we offer full exhibition builds, custom stand solutions, graphics, and exhibitor enhancements. From our bases in London, Yorkshire, Manchester, Scotland, and the Midlands, we work closely with event organisers, venues, and exhibitors to create impactful and memorable events.

What we do

At Full Circle, we live by our core beliefs, which shape our day-to-day operations and relationships:

- **Our Fun Purpose:** We want everyone to enjoy what they do- It's why we do what we do
- **Our Fearless Mission:** Bring out the BEST in us all, whatever the situation.
- **Our Vision of Camaraderie:** There's no limit to what we can achieve when we work together.
- We are proud to be a bunch of **born collaborators** and we promise the Full Circle experience will be both rewarding and collaborative.

Our collaborative team approach ensures that every project is rewarding and enjoyable for everyone involved.

Our Culture

Our company values drive everything we do, and just like us they are very **REAL:**

- **Real:** Be authentic and genuine in your approach.
- **Expertise:** Demonstrate excellence in everything you do.
- **All In:** Fully commit to your role and team.
- **Loyalty:** Show loyalty to our values and the team.

We believe in supporting the company's vision, taking responsibility for learning and development, and constantly striving to improve skills and knowledge.





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About the Role

We are looking for an enthusiastic **Sales Executive, EEH (Exhibitor Enhancements)** to join our dynamic team. In this role, you will:

- The EEH Sales Executive is responsible for supporting the EEH Sales Manager and Team in driving exhibitor sales growth across the UK for the CORE contracts.
- This role focuses on selling enhancements for shell-scheme spaces at events, such as graphics, electrics, furniture, flooring, and additional accessories.
- The role is key to driving organic revenue growth within the portfolio of shows.
- Supporting the EEH Sales Manager to meet and exceed sales targets.
- Identifying opportunities for upselling services across all regions of the UK.
- Building and maintaining strong relationships with CORE exhibitor clients as the Full Service Contractor.
- Contributing ideas to marketing strategies to grow sales at both national and regional levels, as well as within specific show sectors.
- Generating sales leads through industry research and activities, managing leads via the CRM system.
- Collaborating with regional sales teams to support sales activities across different areas.
- Coordinating with Operations to ensure smooth booking and project processes.
- Building professional networks and attending industry events, exhibitor days, and venue open days.
- Maintaining a positive reputation within the sales department by adhering to company policies and procedures.

General Requirements

- 2-3 years of experience in an event sales position with a proven track record of success (experience is not essential).
- Strong ability to meet sales goals and financial targets.
- Proficiency in negotiation, customer service, sales planning, and closing deals.
- Demonstrated market knowledge and understanding of factors that influence sales.
- Willingness and ability to travel within the UK and overseas if required.
- A flexible approach to working hours.
- Ability to work collaboratively in a diverse and inclusive team environment.

What We're Looking For

The ideal candidate will:

- A confident, self-motivated individual with excellent interpersonal skills, able to build and maintain relationships with senior management and stakeholders.
- Professional, tenacious, and goal-oriented in approach to work.
- Excellent communication skills, with the ability to engage effectively at all levels.





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- Passionate about change and constantly seeking ways to improve working practices and stay ahead in the industry.
- Able to work independently and as part of a team, demonstrating flexibility when required.
- Logical, methodical, and organised in approach to tasks.
- Ability to work well under pressure and meet deadlines.
- Ambitious and determined to succeed, with a proactive mindset.
- Strong organisational and time management skills.

What You'll Get in Return

By joining Full Circle, you'll become part of a team that values collaboration, creativity, and growth.

We Offer:

- A competitive salary.
- Exciting opportunities to work on high-profile exhibitions across the UK and Europe.
- Professional development and career growth.
- A supportive, collaborative team environment.
- The EEH Sales team operates under a commission structure, with incentives based on achieving GM% targets and overall revenue goals.

Hours:

Monday – Friday, 9am – 5pm (40hours) with 1 hour paid lunch, with occasional requirements to be onsite at events.

How to Apply

Ready to be part of a team where there's no limit to what we can achieve together? We'd love to hear from you!

Please send your CV and cover letter to Jessica.Hale@fullcircleeventsltd.co.uk by 31st January 2025.

Join Full Circle Events & Exhibitions and bring your talents to a company where your contributions truly matter!

