



Fullcircle

Job Advert for Full Circle Events & Exhibitions

Role: Show Ready Sales Executive

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 **Show Ready Sales Executive** to join our dynamic team. In this role, you will:

- Drive sales within the Show Ready department, focusing on Exhibition Space Only Stands.
- Strong sales experience, preferably in exhibitions or events, and in fast-paced environments.
- Support the Head of Show Ready Sales to grow exhibitor sales across the UK and Europe.
- Sell Show Ready stands to space-only clients and those wishing to upgrade their shell schemes.
- Work within a growing department with potential for further expansion.
- Incentivised via commission structure based on GM% targets and revenue.
- Promote services including ecoVISION Stand Builds, graphics, electrics, furniture, flooring, AV, etc. As part of our diverse and inclusive team, you'll contribute to delivering world-class exhibitions and custom stand solutions for our clients.
- Proactively identify and pursue sales opportunities in the exhibition space-only sector.
- Engage and build long-lasting relationships with new and existing clients.
- Develop and implement strategies to meet revenue targets.
- Collaborate with internal teams for seamless client delivery.
- Prepare and present tailored proposals and quotations.
- Attend trade shows and client meetings to promote services.
- Maintain accurate sales activity records in CRM (Pipedrive).
- Provide market feedback for product and service development.
- Support achieving £3.5m sales target with 50% gross margin for FY25.
- Identify upselling opportunities across the UK & Europe regions.
- Foster strong relationships with core exhibitor clients as Full Service Contractor.
- Contribute innovative ideas to marketing strategies for growing sales.
- Generate sales leads via industry research and manage them in CRM.
- Secure sales at non-official shows and competitor floor spaces.
- Assist the EEH team as needed and cover team members' leave.
- Collaborate with regional sales teams to support sales activities.
- Partner with Operations for streamlined booking processes and communication.
- Attend show sites to assist with delivery and client handovers.
- Build professional networks by attending relevant industry events.
- Uphold company policies and ensure a positive reputation for the sales department.

General Requirements

- 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.





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What We're Looking For

The ideal candidate will:

- Proven experience in sales within exhibitions, events, or a related sector (junior applicants considered with a demonstrated interest in the field).
- Excellent communication, negotiation, and presentation skills.
- Ability to manage multiple projects and meet deadlines.
- Strong interpersonal skills and a customer-focused mindset.
- Proficiency in relevant CRM tool is a plus.
- Goal orientated approach to work with targets set from Head of Show Ready.
- Must be able to work on own initiative and also as part of a team.
- Ability to work well under pressure.
- Flexible, able to work additional hours if required.
- Proactive with excellent 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.

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 rachel.thomas@fullcircleeventsltd.co.uk by 31st January 2025.

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

