

## Love a sales challenge? Thrive on a team environment? Do you like the challenge of hunting new business?

### This Sales Representative position offers the opportunity to:

- Prospect and sell exhibitor spaces and sponsorship for Agriculture and Consumer trade shows
- Achieve sales targets utilizing cold calling skills, existing business relationships and innovative prospecting
- Execute sales strategies to meet and exceed targets as set forth by the Director.
- Build and maintain positive relationships with local, regional clients and partners.
- Wow the customer.
- Work extensively throughout the business community
- Seek out new business partners.
- Maintain timely and effective communication with all departments.

### Skills and Qualifications

- Strong closing skills
- A dynamic personality that is results driven and thrives in a fast paced team environment
- A Post-Secondary education in a related field.
- 1+ years of sales experience.
- Exceptional Customer Service skills.
- Effective communication skills both written and verbal.
- Strong Interpersonal skills
- The desire to work in a multi-faceted business, remaining attentive to ideas, recognizing responsibilities, and actively participating with others to accomplish assignments and achieve desired goals.
- A commitment to excellence in all tasks, and a professional presence.
- Self-starter personality with proven time management and attention to detail.
- Ability to build and maintain lasting relationships with corporate departments, key business partners, and customers.
- Proficient in using a computer and Microsoft applications

### Other Responsibilities:

- Work as a team player promoting a positive and professional work environment and conduct role with integrity and respect.
- Act as an Ambassador throughout the Community, positively representing the Western Fair District.
- Abide by the policies and procedures of Western Fair District
- Other duties as assigned in order to meet the overall goals and objectives of the Western Fair District

### Working Conditions

- Some travel may be required.
- Ability to work flexible hours including some evenings and weekends.