



Sales Executive

About Us

TBM Group is a leading provider of high-impact conferences and events, bringing together industry leaders, innovators, and decision-makers. Our events are designed to inspire, educate, and connect professionals across various sectors. As we continue to grow, we are seeking a dynamic and results-driven Sales Executive to join our team.

Position Overview

As a Sales Executive, you will play a key role in driving revenue for our conference portfolio. You'll be responsible for selling sponsorship packages, exhibition space, delegate passes, and bespoke event solutions to businesses across relevant industries. This role requires both strategic thinking and hands-on sales execution.

Key Responsibilities

- Identify, develop, and close sales opportunities for conference sponsorships, exhibition space, and group attendance.
- Build and maintain strong relationships with key industry stakeholders, sponsors, and partners.
- Conduct effective outreach (calls, Teams meetings) to secure new business and renewals.
- Collaborate with the marketing and production teams to ensure commercial alignment with event content.
- Attend events (local or international) as needed to engage with clients and support on-site logistics.
- Meet and exceed monthly/quarterly sales targets and KPIs.

Requirements

- Ideally but not mandatory - Proven experience in B2B sales, ideally in the conferences, events, media, or hospitality sectors.
- Strong communication and negotiation skills.
- Ability to build rapport quickly with clients across different industries and seniority levels.
- Comfortable working with sales CRMs, digital tools, and managing a sales pipeline.
- Self-motivated, results-oriented, and a team player.

What We Offer

- Competitive base salary + uncapped commission structure.
- Opportunity to work on high-profile international events.
- Professional growth within a fast-paced, dynamic team.
- Travel opportunities.
- Supportive work culture and team building events.

How to Apply

- Send your CV and a short cover letter to maja@tbmgroup.eu with the subject line: "Application – Sales Executive"