



Join our family @MONTGOMERY

Department: Design and Build Division

Job Role: Commercial Executive

Reporting to: Commercial Manager

Term: Permanent Contract

Location: Manchester Square, London

Salary: Depending on experience

The Position

A Commercial Executive who can demonstrate commercial acumen with a desire to achieve sales targets. You will be responsible for developing new business and delivering revenue across both FIT Show and W Exhibition

The Skills

- Knowledge and experience of using different commercial processes and techniques to sell stand space and sponsorship
- Keen focus on achieving goals and attaining commercial success
- Excellent organisational skills
- Ability to prioritise tasks and manage workload.
- Knowledge and experience of using CRM systems
- Nurture strong key client relationships
- Self-motivation
- Great telephone manner
- Consultative and persuasive
- Results-oriented



The Role

- Sell exhibition space and sponsorship to both previous and new customers/partners over the telephone and face to face
- Generate new key account business and rebuild relationships with lapsed accounts
- Responsible for accurate and timely floorplan management as well as ensuring CRM is always up to date
- Ensure that all KPIs are achieved
- Work closely with the show team including Commercial Managers, Operations, Marketing and project coordinators to jointly develop the event.
- Develop a deep knowledge of the sectors and cherish relationships within the communities

A week in the life of a Montgomery Design and Build Sales Executive...

- Generate stand and sponsorship revenue over the phone and face to face.
- Work closely with the event team.
- Attend industry networking and social events to learn more about the communities we serve.
- Visit competitive events, meeting existing customers and prospecting for new business
- Accurate and timely commercial reporting

The Benefits

Training schemes

Wellbeing at work

Mentor schemes

Pension contributions

Enhanced maternity/ paternity

Paid voluntary time off

Access to Manchester Square Gardens

Annual pay reviews

Corporate Gym discount

Cycle to work scheme

Annual Summer company day

Annual Christmas party



The Company

Montgomery is a global events company with a difference. We have over 100 years experience of serving our communities, but we have kept our entrepreneurial spirit. We do not shy away from innovation, and we relish a challenge – wherever in the world it may take us. Our international expertise and resources mean we deliver first-class results, no matter what the vision or where the location.

Seeking new opportunities and delivering quality events is what Montgomery does best. And we have fun whilst we do it! With our in-house social events team, there are plenty of opportunities to get to know everyone and join in.

Our Story...



“We curate face to face environments which connect communities and offer them unique platforms to help inspire, educate and add value to the business that they run”

“Montgomery is a great place to be – regardless of which team you work in, the company comes together, and everyone supports each other at all levels”

We are unique and independent and have been for 125 years, join us!

How to become part of our family...

Please send your CV and covering letter to [Nickie West](mailto:Nickie.West@Montex.co.uk)

Nickie.West@Montex.co.uk

www.montex.co.uk

