

## Job Posting

For our Branch office in Dubai we are looking for a

### Sales Manager

This includes:

- Planning and executing sales activities which lead towards exhibitor acquisition (including e-selling, phone selling, personal visits to clients, presentations, preparing of mail shots and administration)
- providing sales related information to management on a regular basis (weekly sales report and upon request)
- holding the responsibility for key accounts
- working within our CRM program on a daily basis
- maintaining accurate floor plans
- assisting with the operations process to ensure the quality of manuals, catalogues etc.
- traveling to international trade fairs in order to attract new exhibitors

#### Information about the exhibition:

Intersec trade fair and conference is the largest showcase for commercial security, fire & rescue, safety & health and homeland security & policing in the Middle East and beyond. The 13<sup>th</sup> edition is going to be held from January 16 to 18, 2011 in Dubai and will host more than 700 exhibitors and an extensive special shows program featuring indoor and outdoor demonstrations and the UAE International FireFit Championships.

#### Qualifications:

- Very good command of English oral and in writing.
- Commercial background
- At least 2 years sales experience, preferably in the exhibition business
- Willingness to work hard in a dynamic market
- Motivated by a target-orientated team and sales environment
- Ability to work on own initiative and to think outside the box
- Openness towards other cultures and customs
- Result-oriented person with strong negotiating skills

#### Starting Date:

As soon as possible

Please send your English CV as well as a cover letter to  
Ms. Ines Gruslinger  
Senior Show Manager  
Intersec trade fair and conference  
[ines.gruslinger@uae.messefrankfurt.com](mailto:ines.gruslinger@uae.messefrankfurt.com)

Epoc Messe Frankfurt GmbH  
P.O. Box 26761, Dubai  
United Arab Emirates  
Tel: +971 4 338 0102  
Fax: +971 4 338 0041  
[www.intersecexpo.com](http://www.intersecexpo.com)  
[www.uae.messefrankfurt.com](http://www.uae.messefrankfurt.com)