



Delegate Sales Associate - B2B Technology & Cybersecurity Events (EDS Brands Ltd)

Are you a motivated and results-oriented individual with a passion for technology and building relationships? Do you thrive in a fast-paced environment and crave the opportunity to learn from a dynamic team? If so, EDS Brands Ltd wants YOU!

About Us:

EDS Brands Ltd is a vibrant and leading force within the B2B events industry. We're renowned for delivering best-in-class conferences that bring together the brightest minds in technology and cybersecurity. Fuelled by a collaborative spirit and a relentless commitment to excellence, we create experiences that spark innovation and connection. We bring together senior leaders from across the globe to exchange ideas, share best practices and forge connections at our exclusive summits, industry dinners and various other networking events. Our portfolio serves the industries finest, Chief Information Officers (CIO), Chief Information Security Officers (CISO), Chief Data Officers (CDO), Chief Financial Officers (CFO) and Chief Human Resources Officers (CHRO).

The Role:

As a Delegate Sales Associate, you'll play a key role in supporting our sales team to drive delegate sales for our upcoming B2B technology and cybersecurity conferences. This is a fantastic entry-level opportunity to gain valuable experience in B2B sales within a supportive and exciting environment.

Responsibilities:

- Conduct in-depth research to identify and qualify potential attendees through assigned leads.
- Proactively build and manage a sales pipeline through various outreach channels (phone, email).
- Craft clear and concise communication to generate interest and highlight the value proposition of our conferences.
- Learn and apply effective sales techniques to convert leads into qualified registrations.
- Provide administrative support to the sales team, such as data entry and scheduling meetings (as needed).
- Contribute to a positive and collaborative team environment.

You're a Perfect Fit If You Have:

- A strong desire to learn and a willingness to be mentored in the B2B sales industry.
- Excellent communication and interpersonal skills, with a focus on building rapport.



- A self-motivated and results-oriented mindset with a positive attitude.
- Proficiency in Microsoft Office Suite and a willingness to learn new sales tools.
- A passion for technology and a curiosity about the cybersecurity landscape (a plus).
- Excellent time management skills and the ability to prioritize tasks effectively.

We Offer:

- Competitive salary and benefits package to support your professional growth.
- Opportunity to work within a dynamic and collaborative environment.
- Gain valuable experience in B2B sales and the events industry.
- Be part of a passionate team that's dedicated to delivering exceptional events.
- Learn from industry experts and develop your sales skills through ongoing training.

Ready to Launch Your Sales Career with EDS Brands Ltd?

If you're a motivated individual with a strong work ethic and a desire to learn, then we encourage you to apply!

Please submit your CV and cover letter to:

careers@edsxevents.com and please include the role you are applying for along with your full name in the subject line.

The EDS Brands team is excited to hear from you!