



## **Delegate Sales Champion - B2B Technology & Cybersecurity Events (EDS Brands Ltd)**

**Are you a sales rockstar with a passion for fostering connections within the tech and cybersecurity space? Do you have the drive to smash targets and propel yourself in a dynamic, fast-paced environment? Then 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 Champion, you'll play a vital role in driving delegate sales for our upcoming B2B technology and cybersecurity conferences. You'll be responsible for identifying and connecting with high-value prospects, understanding their specific needs, and becoming their trusted advisor on how our events can propel their professional growth and organizational success.

### **Responsibilities:**

- Execute targeted sales strategies to achieve ambitious delegate sales goals for assigned conferences.
- Leverage in-depth research to identify top decision-makers and influencers within relevant technology and cybersecurity sectors.
- Proactively build and manage a qualified prospect pipeline through various outreach channels (phone, email, social media).
- Build strong relationships with potential attendees, acting as a trusted advisor and effectively addressing their needs.
- Negotiate and close sales deals, consistently exceeding assigned targets.
- Collaborate with the marketing team to develop and execute creative campaigns that attract a high-calibre audience.
- Analyse sales data and reports to identify trends and implement strategic improvements.



- Maintain a positive, professional demeanour, upholding EDS Brands Ltd.'s reputation for excellence.

### **You're a Perfect Fit If You Have:**

- Minimum 2 year of experience in B2B sales, preferably within the technology or cybersecurity events industry.
- A proven track record of exceeding sales targets and achieving revenue goals.
- Excellent communication and interpersonal skills, with the ability to build strong, lasting relationships.
- A confident and persuasive approach, adept at converting leads into sales.
- A keen interest for the ever-evolving technology and cybersecurity landscape.
- A self-motivated and results-oriented mindset with a strong work ethic.

### **We Offer:**

- A competitive salary and commission structure that rewards high performance.
- Travel! Ever wanted to see Paris, Amsterdam, Frankfurt, New York and more?
- A comprehensive benefits package (pension, paid time off) to support your well-being.
- The opportunity to work within a dynamic and collaborative environment.
- Be part of a passionate team that's dedicated to delivering exceptional events.
- Gain exposure to cutting-edge technologies and connect with leading industry figures.

### **Ready to Champion Delegate Sales with EDS Brands Ltd?**

If you're a driven and passionate sales professional who thrives on building connections and exceeding expectations, then we encourage you to apply!

Please submit your CV and cover letter to:

[careers@edsxevents.com](mailto: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!