

Position Title: Sales Account Executive

Date Available: Immediately

Company: Metro Events, Inc.

Brief Description of Company/Position:

Metro Events is a progressive event management company that creates solutions for special events, executive conferences, product launches, incentives, and grand openings for companies and organizations around the world. The Metro team's meticulous planning, thoughtful design, and conscientious management are crucial to its success.

TAKE A RIDE WITH METRO – WE'LL GET YOU THERE!

Responsibilities:

Metro is seeking an experienced sales account executive to build new corporate relationships, add to our client roster, and make our existing clients even happier than they already are! This means you are a driver and a team player; a creative thinker; and entrepreneurial in your thought process. Alongside our dynamic team that strives to make a difference, our services include creative development, logistics planning, and our own customizable web registration tool.

So, let's talk about us:

we're progressive, creative event planners
we're eleven years young
we love a good event of any kind: special events, executive conferences, product launches, incentives, grand openings – you get the picture
we have nationally and internationally recognized clients
we're meticulous planners, thoughtful designers, and conscientious managers
we also know when to throw all that out the window and create in the moment, in other words, we're adaptable
we're also intrepid
we always exceed expectations
we love a good challenge
we play well with others and like each other
we're spirited - love to laugh and have fun
we love to travel (packing, not so much)
we pull out all the stops every time, every event
we're constantly looking for new adventures
we care about our environment inside and out
we compensate our amazing employees for their experience
we take care of their health, their teeth, their eyes, their retirement savings
we enjoy spending holidays with family and friends
we insist on periods of rest and relaxation

Qualifications Required:

Now let's talk about you:

you network
you schmooze
you research new avenues of business
you attend industry events
you're in the know and constantly moving
you know how to hand hold – but don't need someone to hold yours
you're motivated and motivating
you excel at what you do

you maximize existing client relationships and build new ones
you love talking to people and have tons of contacts just waiting for your call
you're savvy with money management and budgets
you know your way around the latest technologies
you're creative and intuitive
you know how to build a great pipeline
you've got smarts – degreed or life or both
you know the track and can run it better than anyone
your middle name is "hospitality"
you understand the meaning of "location, location, location" and
you have first-hand knowledge
you know where to dig for gold and how to mine it
your integrity and professionalism is unquestionable
you play well with others
you love packing that old battered suitcase

Salary Range & Benefits: Commensurate with experience

Location of Position: San Francisco, CA

Is a Relocation Package Available: Will not be considered at this time

To Apply Please Contact:

If this sounds like a good match for your talents, energy, and connections please do send us a nice letter and your resume to carol@metrofx.com entering "Sales Account Executive" in the subject line. No phone calls please.

Contact Email: carol@metrofx.com

Contact Phone: Only those being considered will be contacted. No telephone calls please.