

J&J Exhibitors Service

Full Service Trade Show Contractor



J&J Exhibitors Service is a full service trade show, exhibit and special events contractor. We are a WBE certified; family owned and operated company with over 80 years of experience in the industry. Our corporate offices have been centrally located at 2338 South Indiana Avenue in Chicago, Illinois for over 80 years. Just steps from McCormick Place we are located in the heart of Chicago's event and trade show industry but travel throughout the country exceeding the expectations of our clients. We are seeking a talented, enthusiastic commissioned sales person to offer full service solutions to show organizers, associations, and corporations.

General Duties:

- Solicit, maintain and grow new and existing accounts through cold calls, networking, and referrals
- Implement the sales process - prospecting/lead development, proposal process and client presentations
- Participate in applicable industry, networking and social events; Define and achieve sales goals
- Manage the overall production process.

Minimum Qualifications:

- Up to two (2) years of industry related sales experience with proven sales results and success in managing multiple accounts
- Understanding and familiarity with trade shows, conventions and special events
- Ability to work in a high pressured, fast-paced environment
- Experience in consultative, high value selling and sales processes
- Working knowledge of Microsoft Word, Excel and Outlook
- Excellent organization, planning and scheduling skills
- Excellent communication, interpersonal, customer relations and analytical skill
- Excellent customer service skills.

We offer a competitive compensation and benefits package, including rewarding sales commissions, a 401K plan, a pension and profit sharing plan and employer paid health, dental and life insurance benefits. Please email resume, references and salary history to Cathy Murphy at cathy@jjexhibitors.com. All inquiries handled with the strictest of confidence and professionalism.



J&J Exhibitors Service, Inc.

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