

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 90 years of experience in the industry. Our corporate offices and 125,000 square foot warehouse are centrally located at 2338 South Indiana Avenue in Chicago, Illinois. 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. From general sessions that "wow" to break out rooms that run smoothly our audio visual team delivers digital services, audio visual technology and the equipment and team that effectively engage attendees.

We are seeking a talented and enthusiastic Audio Visual Account Executive. The Audio Visual Account Executive is responsible for selling J&J Exhibitor Services as the audio visual technology vendor of choice for national Association, Tradeshow and Convention technical programs. The Account Executive will work in conjunction with J&J's Director of Event Technology and all operations team members to produce flawless events. This position requires highly effective communication and interpersonal skills. The successful candidate needs to possess an excellent understanding of audio and video equipment used within the tradeshow and events industry; have a verifiable record of selling audio visual programs of various size and scope, proven leadership skills and experience in all audio-visual disciplines.

Responsibilities:

- Define and achieve sales goals;
- Develop and implement the complete sales process including, but not limited to, prospecting, lead development, preparation of the proposal and client presentation;
- Join and attend industry association networking and social events and trade show meetings to promote services;
- Visit local convention facilities to gain an understanding of the facility and familiarity with the Account Managers and decision makers;
- Make constant and persuasive cold calls to potential clients;
- Represent the company on a national and local level including entertaining clients;
- Shepherd audio visual proposals from the request for quote through completion;
- Work with the J&J team to determine the specific equipment specifications;
- Work with J&J's ownership to manage contractual compliance with host venues/clients/partners;
- Manage job costs to ensure the successful on-time and on-budget implementation of each project;
- Review invoices versus budgets to determine variances and investigate unexplained variances;
- Extensive Travel.

Qualifications:

- 5+ years of verifiable sales experience in the Convention, Association and Tradeshow Audio Visual Industry;
- 5+ years of verifiable field experience in the Convention, Association and Tradeshow Audio Visual Industry;
- Strong written and oral communications skills;
- Detail oriented.

We offer a competitive compensation and benefits package, including rewarding sales commissions, a 401K plan, a pension and profit sharing plan, employer paid health, dental and life insurance. Please email resume, references and salary history to Colleen Becker at colleen@jjexhibitors.com. All inquiries kept confidential.



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