



Arinex Pty Ltd Sales Representative

Are you driven, ambitious and looking to master your sales skills?

Is working with a talented team and connecting with clients from an array of industries in Australia and internationally an exciting step forward in your career path?

Join Arinex - Australia's leading conference, incentive and special events company.

Arinex ("architects of inspiring experiences") is an award-winning company that offers a fresh approach to conference and event management solutions.

Arinex brings nearly 50 years' experience working with national and global organisations to strategically develop, plan, sell and deliver world-class events across Australia, New Zealand and a range of other Asia Pacific and European countries. We are multiple event services rolled into one; a Professional Conference Organiser (PCO), a Digital Conference Organiser (DCO) and an event technology provider.

We are currently looking for a **Sales Representative** to join our dynamic Sponsorship and Exhibitions Team. This role provides the opportunity for you to develop your talents in prospecting for new leads, perfecting your sales and customer service skills. You will be responsible for managing sponsorship sales and marketing to support Arinex and its clients across a variety of industries on mutually agreed event objectives.

To be successful you will have:

- A high degree of initiative, with 1-2 years' experience in sales, marketing or account management
- The ability to build relationships and trust with clients at senior management level
- The ability to recognise opportunities and act on them
- The ability to meet deadlines and targets
- Strong research, negotiation and closing skills

To be successful you will be:

- Driven to excel in the role and motivated to invest in your professional development
- Highly organised with solid administration skills, and exceptional attention to detail



Architects of Inspiring Experiences
Brisbane • Melbourne • Perth • Sydney

- Able to build rapport quickly and develop strong client relationships being a natural born people person
- A confident presenter with excellent verbal and written communication skills
- Able to conduct research into specific niche topics and industry trends
- Able to identify and develop new business via telephone and email to drive sponsorship revenue and exhibition sales across Arinex events.
- Able to create and develop relevant, engaging sales collateral.
- Comfortable working autonomously in a supportive, collaborative environment

In return, we offer the chance for you to work with a talented team, in a dynamic working environment, where you'll have the opportunity to enhance your skills and your career with an industry leader.

Benefits of working at Arinex

- Flexible working arrangements - opportunity to work from interstate and international locations
- Monthly and annual staff excellence awards
- IATA Airline Membership Benefits (after 6 months of employment)
- Industry rates for travel, accommodation and activities
- International and National travel opportunities
- Internal development and promotion opportunities, including gaining experience across our ten specialist business units

All applications should be submitted via LinkedIn [using this link](#), supported with a cover letter and a copy of your current resume. Remuneration will be negotiated in line with your experience.

For an informal and confidential chat about the role or to find out more information about working at Arinex, please contact Rebecca Swanson, People & Culture Manager at hr@arinex.com.au or +61 2 9265 0724