



TITLE Business Development Manager
REPORTING TO Sales & Sponsorship Director
CONTRACT Part time

Let's start by saying that we do things a little bit differently here. You won't find any corporate nonsense, just an exciting growing business, looking for someone to help make it a success.

You'll be finding and securing exhibitors and sponsors for The Tomorrow Fair, a cutting edge new consumer event exploring all the latest in innovation and technology for people to touch, try, test and hopefully buy!

You'll know that being part of a hungry sales team is motivating. Competing against your peers brings out the best in you, which results in higher commissions. We've developed a sound business model that will reward you for results. Your future will be uncapped with overachievement encouraged. Once you hit your target, we'll increase your commission rate so you can accelerate your earnings.

Sound interesting?

The role:

- Outbound sales of sponsorship and exhibitor packages
- Targeting companies who would fit with The Tomorrow Fair's aims and objectives
- Securing agreement to sponsor / exhibit, negotiating packages and obtaining signed contracts
- Establishing relationships with future sponsors and exhibitors and presenting them with opportunities as and when they arise

You will bring:

- Confident manner over the phone or by email
- Ability to interact with senior-level personnel and business leaders
- Persistence and positivity
- Capability of independent decision-making and working without someone standing over you all the time
- Experience in selling sponsorship and exhibitor packages

Reporting to the Sales & Sponsorship Director, you will be a key member of our team, and treated more like a business partner than an employee. You will help shape the future of our business, securing valuable repeat custom.

Your targeted earnings have been set at a very realistic level, and there is genuinely no cap on earnings.

Culturally you'll need to fit into a dynamic team that has grown organically. We don't take life too seriously but we work hard to make the business succeed.

If you feel it is your time to shine, with a company that is passionate about its employees, and can carve out your own future, I urge you to apply today. **But please don't just send through a CV.**

Here's what to do to apply:

Write a **cover letter** and send it with your CV to beapartofit@tomorrowfair.com.

We want to know what makes you tick? What are your aspirations? Why would we be *mad* not to hire you? Go for broke here and really show us what you're made of. We hire on people, not qualifications. Experience, not career progression.