

# Knowledge is our business.

We provide our clients with the information they need to sustain a competitive advantage.

**marcus evans** is a world leading business intelligence company, presenting over 1,000 strategic conferences and summits annually worldwide. The company employs over 3,500 professionals in 63 offices across the globe, generating annual revenues in excess of US\$350 million.

**“It is no coincidence that many of the banks that have survived the credit crisis so far have invested heavily in management education and training.”**

**Colin Carnell**

Colin Carnell is chief executive of CassExec at Cass Business School, Financial Times, 6th October 2008

## INTERNATIONAL SALES EXECUTIVE STOCKHOLM (INSIDE SALES)

### The Background:

**marcus evans** clients are the world's biggest companies. In all industries these companies are facing the challenge to thrive and yet they still need to outperform their competitors and ensure consistent growth. To meet that challenge will depend on the talent of their employees and that's where we come in. Through expertly researched conference products we provide our clients with the information and education they need to sustain a competitive advantage.

### The Position:

We are searching for candidates who have an excellent track record of B2B sales or marketing experience for the Stockholm Office. Our clients are major international companies and we target department and business line heads from across EMEA to attend our conferences. You will be expected to research, contact and engage these senior decision makers on a daily basis.

The Stockholm office is recognised as one of the strongest sales offices in the **marcus evans** Group and we want outgoing and ambitious individuals to contribute to this ongoing success. A major part of the position is the ability to negotiate with senior executives whilst still maintaining a credible sense of urgency and selling the benefits of attending a **marcus evans** conference.

This is sales in a dynamic environment with 60 executives from 20+ nationalities working to tap into a market that includes more than 100,000 companies. This is not a long lead-time sales role, you could be making sales within your FIRST WEEK and this will enable you to take advantage of our uncapped monthly commission rates. Top sales people can expect to hit SEK 350,000 – 400,000+ OTE in their first year.

### What We Want from You:

- Minimum 2 years work experience, preferred candidates will have experience in a sales and/or marketing role
- University educated and a familiarity with global business issues
- Fluency in spoken and written English; a 2nd European language gives you a distinct advantage
- An ability to set goals and a determination to achieve them
- Non-EU applicants must have a visa that is valid for no less than 9 months from the date of application

### What We Offer:

- A fast-track career path to senior positions with promotion to Team Leader within 9 months and Management within 12-18 months
- Unparalleled first-hand experience in how business works in the world's biggest companies
- An attractive performance based salary with uncapped commission
- Continuous improvement of your sales skills through ongoing internal training and development
- A challenge only the best can live up to – can you?

If you meet the criteria and wish to apply send a covering letter and CV (3 pages in total) in English to: Yosra Axling (Ref. TLCON10), Email: [YosraA@marcusevansse.com](mailto:YosraA@marcusevansse.com) (Last application date 12th February 2010) **marcus evans** (Scandinavia) Ltd., Sveavägen 28-30, 111 34 Stockholm

Before applying for this position, we require you review our corporate website at [www.marcusevans.com](http://www.marcusevans.com)