

Job Opportunity

L.A.County Fair

Senior Account Executive-Commercial Sales

Company Description:

Fairplex is home of the annual L.A. County Fair and over 300 events throughout the year. Such events include consumer and trade shows, meetings, expositions, conventions, inter-track wagering, sporting events and agricultural events. The Los Angeles County Fair Association is the parent company of 9 separate entities. We are seeking a strong salesperson who will be responsible for the sale of commercial exhibit space and independent amusements for the largest county fair in North America.

Our team members strive to provide world-class experiences to all our guests by embracing the following core values: community service, creativity, hospitality, integrity, leadership and diversity. We are individuals who continue to entertain and educate our diverse community while having fun.

As part of our culture, we encourage upward mobility, expect high performing team members, promote team focus, and provide flexible hours.

Our Commitment to Diversity:

At Fairplex, Diversity means embracing the differences and variety including age, ethnicity, education, sexual orientation, work style, race, gender and more. When Diversity is a part of a company's culture, everyone benefits - guests, suppliers and team members.

Our commitment to Diversity begins at the top of our company, and we will measure our progress like any other business objective. Executives are accountable for promoting Diversity within the organization.

Our recruiting efforts will concentrate on attracting and retaining talented men and women from all backgrounds and of every race, national origin, sexual orientation and generation.

Job Description:

- The ideal candidate should have at least 5-7 years of business experience and be familiar with selling commercial displays for fairs, festivals, consumer or trade shows.
- Contacts and screens sales prospects through dedicated and focused telemarketing and direct contact at various events.
- Follows up with sales materials and required phone calls.
- In addition, the candidate must have a track record of overseeing space inventory and placement of all participates on a mapping system, as well as database management.
- Must have the ability to assist in managing and directing a sales team.
- Assist the Commercial Sales Manager in determining price structures for all revenue space, as well as assisting in the preparation of the department's annual budget.
- Attends Fair layout meetings and collaborates with other departments to maximize revenue potentials.
- During the Fair, works directly with show decorator for vendor set-up.

Requirements:

- 4 year degree at an accredited college or university
- Minimum of 5-7 years of proven sales experience in the commercial sales industry is preferred
- Must possess analytical skills for map placement
- Intelligent negotiator with a strong closing ability
- Sales management experience is a plus

Salary:

Commensurate with qualifications and experience.

For immediate consideration, please send resume with salary history to:

Attn: Human Resources
P.O. Box 2250
Pomona, CA 91769-2250

FAX: 909-623-8570 or e-mail to jobs@fairplex.com

Open until filled.

Please visit our website at: www.fairplex.com