

“Build a winning community,
innovators drive change ”

Unlock your potential
Build your Career
Join the team.



Are you an athlete that DREAMS big?

Silicon Valleys start-ups project the single predictor to success as being **curious and persistent**. Always keep looking for opportunities and be persistent as a top athlete. Are you an infinite learner, that wants to drive change by innovations into many industries?

Creating customer's business development by marketing and sales is deeply rooted in Manuel's project team. A customer pool of over 10.000 companies need you to source the latest innovation that ASEAN buyers need escape competition. You always share a head start by providing the right content and innovation. Your role here is to connect business buyers, industry innovation and suppliers throughout the year.

VNU Asia Pacific is hiring future athletes that are persistent of reaching goals and new records. You need to be a winner at heart and committed to driving industry CHANGE through ASEAN. You'll be working with diverse team with marketing and business development skills.

Your role: **International Market Developer**

Job Descriptions:

- Source buyers that need innovation
- Find the best suppliers, leaders that want to be exposed: exhibitors
- Develop strong relationships with industry associations and multipliers
- Generate leads of exhibitors that you'll qualify
- Set-up annual sales plan including milestones and targets
- Recruit potential sales partners, agents, or affiliates
- Create and deliver marketing and sales solutions
- Expose innovation to industry by social media, blogs, direct mailings

Requirements:

- Bachelor degree or above in economics, marketing or equivalent
- Perfect in verbal and written English (other languages are a plus)
- At least 5-7 years of sales experience (preferably exhibition sales)

- Flexibility to go on sales-focused business trips
- Team player, success has many founders
- Presentation skills to talk to an audience
- Infinite learners, find and adapt new skills related to marketing & sales

Share your resume and motivation to Manuel Madani: manuel.madani@vnuexhibitionsap.com