

**Positions:** INTERNATIONAL SALES EXECUTIVE  
PRODUCTION EXECUTIVE  
BUSINESS DEVELOPMENT MANAGER

# Work Opportunity

## Allan Lloyds Group

Allan Lloyds s.r.o is a member of the International Group (Allan Lloyds Group), focusing on the development of impeccable conference contents and organisation. While dealing in research within many Industries (Pharmaceutical, Finance, Telecom, Energy etc.)

### International Sales Executive

Are you looking for a new challenge? You will be a confident, charismatic, enthusiastic individual with a natural ability to communicate with people at all levels within a business. If you have a positive and energetic character and you're eager to join a dynamic established team of dedicated individuals – apply now.

**You will:**

- Research for new international clients and companies that could potentially attend our conferences.
- Work in an ambitious and hardworking young team.
- Create new ideas and effective sales strategies.

### Production Executive

The role demands excellent researching and analytical skills, keen commercial awareness and outstanding verbal communication. This is a production role, which involves exploring challenging topics and determining the best angle on which to address a conference. The acquisition of first-class, high level speakers from premier companies, and engaging in coordination to ensure the smooth running of the conference. The successful candidate will also have control of the conference budget whilst working closely with marketing and sales executives to ensure a coherent sales and marketing strategy.

### Business Development Manager

You will develop new business relationships and actively and successfully manage the sales process: lead generation; credentials pitch; solution pitch; negotiation and close deals. You will possess drive; motivation and acute attention to detail in ensuring all sales opportunities to Allan Lloyds Group are captured and explored.

**You will:**

- Identify, research and target potential new business prospects
- Generate sales revenue per quota each month through partnerships
- Evaluate client needs and work with internal resources to develop appropriate solutions to retain and grow accounts
- Contribute to cultivating a success-oriented, cooperative, and diligent team culture

### Salary offered

Fixed salary + Motivating commission structure

### Additional requirements for all candidates

English language (speaking, writing)  
Be hard working and motivated  
Have a willingness to learn  
Confident negotiator and ability to 'close the deal'  
Ambitious, goal oriented and confident  
Entrepreneurial Minded  
Excellent Communication skills  
A positive and determined approach to researching and analysing new business opportunities  
Outstanding communication and relationship-building skills  
Ability to plan/prioritize effectively  
Ability to establish, manage and meet goals.  
Capable of working independently, and having responsibility as an individual  
Strong desire to win

send your CV to:  
[career@allanlloyds.com](mailto:career@allanlloyds.com)

