



DLG Asia Pacific is a young and motivated team that has the objective to create platforms to promote innovations and progress in agriculture in Thailand and Southeast Asia. We stand for teamwork, passion, quality and internationality. We offer an equal working environment where everybody counts and performance is recognized and valued.

We look forward to welcome you in our team as an

International Sales Manager Exhibitions/Conferences incl. Project Management

Your responsibilities will include:

Sales (70%)

- Expanding and coordinating the international sales partner network
- Generating leads and new customers for our exhibitions and projects in Southeast Asia as well as for our world leading trade fairs in Germany (via industry events, customer visits, phone, mailing)
- Becoming part of the community:
Developing strong relationships with customers, industry associations and multipliers
- Executing sales campaigns (rebooking, bundle sales, etc.)
- Serving your clients and partners in all requests
- Identifying trends and relevant topics in the agricultural sector
- Ensuring the maintenance of exhibitor's and visitor's database

Project Management (30%)

- Project Management of partner events and side events
- Coordination with DLG's exhibition/conference partners
- Development and implementation of project plans, communication plans, and budget plans.

Your qualification & experience:

- Bachelor's degree or higher in related field
- Minimum 5 years professional experience in sales
- Working experience in the agricultural sector or exhibition industry is required
- Extrovert character and customer-oriented
- Passionate, proactive and quality focused
- Ability to work in a dynamic working environment and international team
- Excellent interpersonal skills with the ability to work closely with partners and external customers
- Strong communication skills in English and Thai (verbal and written); further ASEAN languages beneficial

For further information please contact Mrs. Katharina Staske (Managing Director DLG Asia Pacific Co., Ltd.)
Please apply via mail: k.staske@dlg.org

DLG Asia Pacific Co., Ltd.
c/o WeWork
88 The Parq Building, 8th Floor
Ratchadaphisek Road, Klongtoey Sub-district
Klongtoey District, Bangkok 10110
Thailand

Tel +66 936281896
www.dlg-asiapacific.com



Asia Pacific