



Account Manager

Conference Rental is a leading equipment and service provider of conferencing and language interpreting solutions for events worldwide. Through global presence, superior products, and team expertise, Conference Rental supports large scale, high-profile, global conferences. Our event portfolio includes the G20 Summit, the IMF and World Bank Annual Meetings, and many more international congresses. Conference Rental is now expanding its team and reach to deliver even more successful events.

This Account Manager position is an opportunity to join a vibrant, growth-oriented organization in the exciting live events industry. As Account Manager, you will be responsible for seeking new clients as well as supporting and maintaining relationships with existing clients.

Primary Responsibilities:

- Managing customers relations and supporting their events
- Developing new business relationships with potential clientele and generating revenue
- Managing customer requests and providing proposal
- Working with the Operation Team to fulfill event orders
- Project Management: coordination of events including hiring labor, coordination of deliveries, travel and logistics

Requirements:

- 5+ years in event management
- Experience in language interpretation and/or audiovisual a plus
- Ability to take initiatives and organize workload with limited direct, daily supervision
- Team-player, energized, with a positive demeanor and exemplary customer service
- Ability to travel (including abroad)

Location:

Applications for remote work are accepted

Compensation:

The position includes a competitive salary based on experience, generous benefits, and the opportunity to have a major impact on the success of a fast-growing company.

How to Apply:

Email your resume along with an explanation of why you would be a good addition to our team to andrew@conferencerental.com, including "Account Manager" in the subject line. We are also open to more creative applications, but no phone calls please.