



DESIGN · MANAGEMENT · PRODUCTION

Precon Events  
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## Job Description

SR. ACCOUNT EXECUTIVE/BUSINESS DEVELOPMENT

*EVENT PRODUCTION*

Qualified candidate must have more than 5 years' experience in business development in the service industry. Candidates must possess a proven track record of success in sales as it relates to professional services. Primary responsibility will be to meet or exceed sales objectives of your assigned territory by promoting and selling special events through professional sales techniques and long-term customer relationships. As an event manager, ideal candidates will have a proven track record of executing successful high-profile events. Candidates will be responsible for managing and producing special events, including negotiating and securing contracts with clients and subcontractors. While most events are produced locally, regional and national expansion is encouraged and some travel will be required. A Bachelor's Degree is preferred. We are seeking individuals with an extensive network of existing clients from which to build their business. Compensation is commission based on revenue.

Please forward resume or portfolio to [jobs@PreconEvents.com](mailto:jobs@PreconEvents.com)

### **About Precon**

*Precon is the premier Special Events Management firm in the region with an emphasis on complex event design, management and production. Precon's project management and creative design teams include some of the best in the Special Events industry, with expertise in the fields of conference and event management, event design and room décor, gala awards celebrations and technical production. To contact Precon, call (240) 669-6262, email [info@PreconEvents.com](mailto:info@PreconEvents.com) or visit [www.PreconEvents.com](http://www.PreconEvents.com)*