



Deutsche Industrie- und Handels-  
kammer für das südliche Afrika  
Southern African-German Chamber  
of Commerce and Industry



Supported by:



on the basis of a decision  
by the German Bundestag

### About us

With offices in Johannesburg, Cape Town, Durban, Maputo and Lusaka, the Southern African - German Chamber of Commerce and Industry (SAGCC) has been facilitating the establishment of business links between Southern Africa and Germany since 1952 by supplying information on the economic situation in both regions, bringing together potential trade partners, and offering a wide range of other services.

**At our offices in Johannesburg, we are seeking, at the earliest possible entry date, a**

### **Sales Representative - Trade Fairs (Competence Centre - Industry)**

The Competence Centre for Industry & Trade Fairs aims to be an information, service and networking platform for businesses within the Industry Sector. Part of this is the representation of various German trade fair organisations. The Sales Representative will be responsible for all activities related to Trade Fairs.

### Job description

- Management of all trade fair activities (sales of tickets and exhibition space, acquisition of side events and delegations, marketing)
- Close relationship with trade fair companies in Germany (Messe Duesseldorf, Messe Koeln, Messe Muenchen and Messe Berlin) as well as local stakeholders (Government, Export Councils and Associations)
- Project management (budgeting, planning and execution) of related activities and projects
- Support of other projects of the Competence Centre (delegation trips, inquiries, DEinternational services)
- Close working relationship with Project Manager in the Competence Centre
- Close working relationship with Marketing Department

### Minimum Requirements

- Minimum of two-year experience in sales or trade fair related project management
- Highly organized team-player
- Self-motivated, creative thinking, problem-solving
- Fluent in written and spoken English language
- Ability to build, maintain and extend industry-specific networks
- Ability to present to an audience/extensive communication skill
- Knowledge of the trade fair industry is an advantage
- Proficiency in the German language is an advantage
- Willingness to travel

### What we offer

We offer an autonomous working environment within an experienced and friendly team, internationally driven with varied tasks. Competitive salary, commission based bonus system, great benefits and two days of home office a week.

Please send your CV, earliest availability, and salary expectation (gross yearly income) to Mr Bastian Lidzba, Deputy CEO ([blidzba@germanchamber.co.za](mailto:blidzba@germanchamber.co.za)) by April 25, 2024. If you have not heard from us within 2 weeks after the deadline has passed, please consider your application unsuccessful.

Southern African-German Chamber of Commerce and Industry NPC - Reg. No.: 1963/002981/08

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