Graduate Development Program: S$3K Base Salary

- Are you resourceful? Can you think outside the box, finding new solutions to old problems?
- Have you proven your entrepreneurial spirit, taking on challenges that make you stand out from the crowd?
- Do you stay cool under fire, are you able to make fast, effective decisions?
- Are you tenacious and ambitious, refusing to let people or problems keep you down?

About IQPC Worldwide Pte Ltd

IQPC is an international events business that specializes in the production, sales and delivery of B2B C-Level Conferences. Based in Robinson Road, our Singapore office is populated by a cosmopolitan mixture of multilingual and talented professionals. The office is active in most industry sectors, but particularly prominent in Shared Services and Finance, Infrastructure, Oil and Gas and Defence.

Fast paced, young and dynamic we promote a ‘work hard, play hard’ culture where employees are supported, developed and recognised for their contributions both as individuals and teams.

“Identifying, developing and retaining talented staff is key to our success. The conference business is like no other environment, the pace and intensity is high but so are the rewards. Supporting our staff through training and incentives programs, plus promoting an inclusive and dynamic culture makes this an exciting place to work”.

Esther Smith, Managing Director Singapore

About the Role

IQPC’s bespoke one year Graduate program typically consists of four three-month rotations giving you exposure to sales and a choice of marketing, production and event management.

Designed to offer immediate immersive, hands-on experience, you will work on live projects and receive on and off-the-job training. You’ll also have access to an active support network of line managers, an assigned mentor and our HR Director - all on hand to help you get the most from your experiences and make the right decisions for you.

But while we offer all of our graduates plenty of support, the progress you make is down to how you apply yourself. Put simply, the more you put in, the more you’ll get out. And whether you’re on rotation or a permanent desk, taking part in Community Involvement projects or assisting onsite at our Executive Conferences, you’ll have every opportunity to prove yourself.

A life in the fast paced events world isn’t for everyone but this scheme is designed to help you develop key business skills such as team working, project management, influencing, communicating and presenting. By experiencing more of our world, you’ll become a more rounded professional, ready for an extraordinary career.
“At IQPC, I was given a panoramic experience of the conference universe. I worked across all departments and learnt how the different teams worked seamlessly together to contribute to the success of a conference, from conceptualization to finish. I also had the opportunity to liaise with external stakeholders. That enabled me to discover market sentiments from the field experts themselves and enhance conference content by understanding our consumers’ needs. To supplement this hands-on approach, IQPC also ensured that I received regular training sessions from dedicated mentors across the globe. To sum it up, this role gave me the solid research and commercial foundations I needed to step into full-fledged conference production!”

Melisa, Conference Producer

The ideal candidate for this job will be / have:

• A graduate with not less than a 2.1 degree
• Some commercial exposure
• A desire to build a career in commercial conference / events
• Driven and purposeful, hard-working and ambitious
• Intelligent, sharp and logical
• Tenacious, articulate and confident in engaging at director level
• Professional, eager and open to learning a range of
• Strong verbal and written communication skills

To learn more about an exciting career in the dynamic events space email us at:
Want to join one of the most lucrative industries today?

Do you have what it takes?

**IQPC** provides business executives around the world with tailored practical conferences, large scale events, topical seminars and in-house training programs, keeping them up-to-date with industry trends, technological developments and the regulatory landscape. IQPC’s large scale conferences are market leading “must attend” events for their respective industries.

IQPC produces more than 1,500 events annually around the world, and continues to grow. Founded in 1973, IQPC now has offices in major cities across six continents including: Berlin, Dubai, Johannesburg, London, Madrid, New York, Sao Paulo, Singapore, Stockholm, Sydney, and Toronto — with additional openings scheduled for 2008. IQPC leverages a global research base of best practices to produce an unrivalled portfolio of conferences.

We are hiring highly driven **conference sales consultants** who can communicate with business leaders and show them how our services can add tremendous amount of value to their businesses.

If you have experience in corporate sales or you are somebody who enjoys selling high value products over the phone, you are the person we want!

**Requirements:**

- Minimum 1- 2 years in Tele-sales environment is **essential**
- Experience in B2B sales environment is preferred
- Focused upon meeting and exceeding personal KPIs and targets
- Ability to engage senior level managers on the phone
- Drive and persistence to succeed
- Ability to perform under pressure
- A team player who is also able to work independently
- Strong communication and interpersonal skills

**Applicants who have more than 2 years experience in phone/conference sales will be considered for senior positions**

**Only Singaporeans and PR will be considered**

Interested applicants, please send in your resumes to recruit@iqpc.com.sg

*Only short-listed candidates will be notified.*