

# United States Jobs Expertini®

## Booking Agent | Corporate Events

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Company: AAE Speakers Bureau

Location: United States

Category: arts-design-entertainment-sports-and-media

Since 2002, our dedicated team has worked tirelessly for our event planner clients to help them find and book the right speaker, celebrity, or entertainer for their events and meetings. We are a thriving small business with a start-up feel and an entrepreneurial mindset. Business North Carolina's Best Employer in North Carolina Triangle Business Journal's Best Place to Work Inc. Magazine's Best Workplace List AAE is growing and looking to expand our fantastic team of sales agents. We provide all the necessary training. You will: Assist with our growing sales pipeline through lead qualification (no cold calls!) Communicate with prospective clients, speakers, and talent managers/agents via phone and email daily Create proposals - a compilation of recommended speakers based on your client's event budget and objectives Counsel clients through the selection, offer, and contract process; present and negotiate speaking offers and contracts Requirements and skills: Highly motivated and target driven Excellent selling and communication skills Time management and organizational skills Ability to build long-term relationships by establishing trust and credibility Thrive in a fast-paced work environment About All American Entertainment: All American Entertainment (AAE) is a full-service speakers bureau and talent agency that exclusively represents the interests of meeting and event professionals to select, book and execute events with keynote speakers and entertainment to leave a lasting impact on their audiences. We work tirelessly for event professionals as their centralized, trusted, and impartial partner in the talent booking process. With our expansive industry experience and exceptional customer support, AAE has connected thousands of live, hybrid and virtual events around the world with their perfect speaker, host, celebrity, or performer since 2002.

We have booked well over \$200M of celebrity talent on behalf of thousands of the most respected companies and organizations in the world.

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