



Exhibit Sales Representative

Remote, British Columbia
Independent Contractor
15% commission, monthly draw and sales bonus

Overview

KORQ Events Inc. is looking for an experienced salesperson to sell exhibit space, sponsorships and marketing opportunities for the West Coast Women's Show and West Coast Family Show.

Both events take place at TRADEX in Abbotsford from November 20 to 22, 2026.

The representative will work with returning exhibitors, inbound enquiries and new prospects across a wide range of consumer categories. KORQ provides an established exhibitor base, extensive prospect data, published pricing, sales materials and administrative support.

The position is remote, but applicants must live in British Columbia, be available during Pacific business hours and attend the shows in Abbotsford.

Responsibilities

You will:

- Sell exhibit space, sponsorships and related marketing opportunities for both shows.
- Manage assigned returning exhibitors, inbound leads and prospective accounts.
- Develop new business through telephone and email prospecting.
- Maintain an active sales pipeline and accurate CRM records.
- Recommend suitable show participation and sponsorship options.
- Manage client relationships from initial contact through completed sale.
- Attend move-in and all three show days at TRADEX.

The position requires consistent outbound calling. On active prospecting days, this will often mean 40 to 60 calls.

Some evening, weekend and local travel work will be required around industry events and the November shows.

Compensation

Compensation includes:

- 15% commission on eligible credited sales
- An initial monthly recoverable draw of \$3,000 to \$4,000, depending on experience
- A sales-team bonus tied to total booth and sponsorship revenue
- Uncapped commission earnings
- Reimbursement of approved business expenses

Expected earnings for the remaining 2026 sales cycle are in the \$30,000 range. For a representative continuing through a full 2027 sales cycle, expected annual earnings are approximately \$70,000 to \$100,000.

Actual earnings depend on credited sales. The monthly draw is an advance against commission and is not paid in addition to earned commission. Full compensation and account-crediting terms will be provided before an engagement is accepted.

Experience

Applicants should have:

- At least three years of successful sales experience
- A record of meeting or exceeding revenue targets
- Strong outbound telephone-sales skills
- Experience managing a sales pipeline and client accounts
- Good written communication and follow-up habits
- Experience using CRM software
- Availability through November 2026
- The ability to attend the shows in Abbotsford

Experience selling exhibit space, sponsorships, advertising, media or consumer-event participation is preferred.

KORQ is looking for someone who can continue into the 2027 sales cycle. Accounts developed and closed in 2026 would normally remain with the representative in the following cycle, subject to continued engagement.

Applying

Please send your CV and a short introduction to robert@korgevents.com. Tell us what you have sold, describe your outbound-sales experience and include an example of a sales target you met or exceeded.