

## Meetings & Events Consultant (Independent Contractor)

### COMPANY PROFILE

HelmsBriscoe – the Global Leader in Meeting Procurement - is looking for commercial and ambitious meeting professionals to provide meeting site selection services. For more than 31 years, HelmsBriscoe has been recognized as the highest volume purchasing company in the meetings and events industry.

### BUSINESS ACTIVITIES

You will be the main point-of-contact to Corporate, Association and NGO Event Planners with the aim to source the best hotel or event location for their meeting, conference or incentive. As Meetings & Events Consultant (Associate), you:

- ✓ Select and present the most suitable venues
- ✓ Support the client in the decision-making-process
- ✓ Negotiate the best rates and conditions
- ✓ Review the contract on behalf of the client with the venue
- ✓ Recommend partners such as DMC's, event management companies, audio-visual suppliers

### CANDIDATE PROFILE

Skills:

- ✓ Contract negotiations
- ✓ Commercial and administrative
- ✓ Strong sense for service
- ✓ Background in hotel sales, DMC, association or corporate event planning
- ✓ Fluent in English, any other language is a plus
- ✓ Autonomous way of working and team player

Personality:

- ✓ Entrepreneur at heart
- ✓ Eager to drive business, a go-getter
- ✓ Strong affection with meetings industry
- ✓ Relationship builder, networker

### PROPOSAL

- ✓ Advanced technology to efficiently provide client solutions
- ✓ Daily local support and training
- ✓ Purchasing power 1,425 billion USD, 6,2 million room nights and 36.000 meetings annually
- ✓ Global network and support of 1.400 professionals in 60 countries
- ✓ Freedom of lifestyle
- ✓ Financial independence

HelmsBriscoe Associates are Independent Contractors are compensated by a fee based on performance (no salary). Interested candidates are invited to upload their resume and discover further benefits in joining our global network via [Join The Team](#).

# WHAT DOES A CAREER WITH HELMSBRISCOE MEAN FOR YOU?

**HB** | HELMSBRISCOE



DESIGN YOUR OWN WORK SCHEDULE

HAVE THE BRAND OF THE



**GLOBAL LEADER**

IN MEETINGS  
PROCUREMENT AND  
SITE SELECTION BACK  
YOUR BUSINESS

PUT YOUR SALES AND HOSPITALITY EXPERIENCE TO USE



SOLICIT THE CLIENTELE YOU WANT TO WORK WITH, WITHOUT GEOGRAPHIC OR INDUSTRY BOUNDARIES



DEVELOP CLIENT RELATIONSHIPS THAT HAVE A LIFETIME OF VALUE

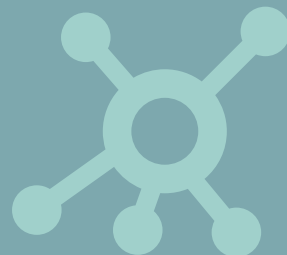


DEVELOP YOUR BUSINESS WITH MENTORSHIP AND SUPPORT FROM LOCAL, REGIONAL AND CORPORATE HB LEADERS



BE YOUR OWN BOSS

BE OF SERVICE TO YOUR CLIENTS REGARDLESS OF WHERE THEY WANT TO STAY



UTILIZE HB'S STATE-OF-THE-ART INDUSTRY TOOLS AND TECHNOLOGY TO ENHANCE YOUR SUCCESS

CONTINUE YOUR EDUCATION AND GROWTH WITH HB LEARNING & DEVELOPMENT PROGRAMS



BE SUPPORTED IN YOUR VOLUNTEERISM & PHILANTHROPIC EFFORTS THROUGH HB CARES



CHOOSE WHERE YOU WORK



ESTABLISH YOUR OWN WORK-LIFE BALANCE



COLLABORATE WITH HB'S TEAM OF MORE THAN **1,400** INDUSTRY PROFESSIONALS TO ACCOMPLISH YOUR GOALS

BENEFIT FROM **UNLIMITED** EARNING POTENTIAL



ENJOY ACCESS TO HELMSBRISCOE'S VALUED AND EXTENSIVE LIST OF HOTEL AND DESTINATION PARTNER CONTACTS



HELMSBRISCOE

# GETTING TO KNOW HELMSBRISCOE



## WHO ARE WE?

As the global leader in hotel site selection and the placement of meetings and events, HelmsBriscoe offers an easy alternative to the complexity and expense of planning your next event. Since 1992, we have helped our clients do more with less by providing expert site selection services.

## WHAT IS OUR GOAL?

Whether you are booking a large-scale association event, a smaller corporate function, or anything in between, our team of industry professionals will work to match your meeting with the best venue at the best value based on your specific needs.

## WHAT DO WE DO?

- Research, evaluate, and present the ideal venue for your event based on your specific needs
- Send the Request for Proposals, track down the answers, follow-up with the hotels, and manage the entire process on your behalf
- Elevate the performance and mitigate the risk of your meetings
- Help you save valuable time so you can focus on the details of planning your event
- Offer unmatched buying power and industry relationships, which oftentimes translates into better availability and pricing

## IN 2023...

- HB booked \$1.67 billion in room revenue
- 6.8 million room nights
- 36,500 programs
- Resulting in a contribution of roughly \$3.1 billion in gross meeting spend to the hospitality community

## HB HAS...

- More than 1,400 Associates
- Spanning more than 60 countries
- Servicing clients in countless industries across the globe

## HB PARTNERS...

- Include virtually every major hotel chain and most independent properties
- Consist of more than 200 destination partners throughout the world
- Incorporate preferred vendor relationships with multiple industry suppliers

## HB TOOLS...

- Include an RFP system featuring 303,000 venues
- Feature a proprietary database of more than 207,000 pieces of knowledge from HB Associates and clients

For more information or assistance with your next meeting, please visit [www.helmsbriscoe.com](http://www.helmsbriscoe.com).

We look forward to working together to ensure your next event is a success!