



MEMBER STORIES

ANDREW BURMAN - INTERNATIONAL SALES MANAGER

DAY TO DAY LIFE

My job is to bring international pavilions to our events. To the non-event initiated, this involved selling exhibition space that groups of exhibitors by country origin on the show floor.

TELL US MORE!

Each day can be very different. I might be calling overseas governmental organisations, managing our international sales agents or meeting with the many Embassies in the UK. I'm regularly hopping on a plane to a big exhibition in another country!



WHAT GETS YOU OUT OF BED IN THE MORNING?

Having progressed from the usual student debt to owning a flat in Canary Wharf, I would say money but I also love an opportunity to prove myself.

At my first job in events, I won sales person on the year two years running. Having valued input and watching a show grow is very exciting.



HOW WOULD YOU DESCRIBE YOURSELF?

I'm highly motivated, both with success and money but also sociable, calmed, collected and importantly, patient. Big ticket pavilion clients are well worth the wait!

YOUR LIFE BEFORE SALES

The events industry saved me, eight years ago from a mind-numbing career in computer programming. Before then, I did a mix of jobs whilst studying to make meet such as flipping burgers and customer service. I couldn't be happier!

WHAT DO YOU DO OUTSIDE OF WORK?

I like spending time with my friends and family, especially down the pun! I love traveling to new countries (handy for the work I do) and to watching Tottenham play!

TRAVEL FEATURES A LOT - TELL US MORE!

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FIVE WORDS AS TO WHY YOU LOVE THE INDUSTRY

Hard work but very fun!