

“our sales philosophy is definitely quality not quantity”



## Behind The Scenes.

At our Newport HQ.....South Wales.

### Sales Team.

To us sales doesn't mean constant forecasting or ringing through endless lists of exhibitors trying to find the next big contract instead we place more of an emphasis on retaining the clients we already have relationships with to ensure that we continue to offer the best levels of service.

Many of the clients we have today we have been dealing with for many years, solid relationships built on trust and professionalism.

Jeannie Cobb, with her vast industry experience has been a massive asset to us since she joined our team just over a year ago. The clients Jeannie has brought over to us are a real pleasure to deal with, seasoned exhibitionists who appreciate the time and dedication we put in as a team to further develop their exhibition stands year on year.

Gareth Hall, Operations Director and co-founder of Evention Design & Build is also the proud holder of an enviable portfolio of clients who again are a pleasure to work with.

We are not target driven, more quality driven and our sales philosophy is definitely quality not quantity.



I am overjoyed by the way things have turned out since I joined the team at Evention, working with the guys on a daily basis is a real tonic and I am very pleased to be part of a successful team that produce excellent levels of service consistently.

**Jeannie Cobb, Operations Manager.**

a small firm with big capabilities - worldwide exhibition design and build