

The Eric Robinson Award for Young Person in Business

Ellen Stokes

Business: Be Exhibitions



Ellen set up Be Exhibitions in May 2017. The company is an exhibition display supplier, offering everything from portable displays through to fully managed and supplied custom modular exhibition stands. Ellen offers a personal touch, being available at all hours via mobile or email for any queries that they may have.

Ellen has always been inspired to grow her own business but wasn't sure what she wanted to do until the beginning of this year after working for the manufacturers of exhibition stands. She has been involved in the exhibition industry since she was 18 and has fallen head over heels for it. She thrives on the challenges that it brings and after spending some years at the manufacturers, knew she wanted to be speaking directly to the exhibitors.

Ellen has been working hard on her online presence as well as her social media as she understands what a powerful platform this is to communicate with her audience. She is currently working part time to help support herself and the business and is able to put any money generated back into the business. She has also found that cold calling has been a successful way to market her business but ultimately being there with the stand during the exhibition is the most effective method.

Ellen goes the extra mile and is present with the client at the exhibition so she can help her customers as they exhibit. She has gained a lot of customer service skills through her past work experience in customer facing environments.

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