

Account Manager, Digital Agency Team

A chance to work as a digital expert, for the most reputable brands

Our client the UK's leading independent publishing company, is looking for an ambitious Account Manager to join their award winning digital sales team.

Blending creativity and the best editorial experts in their markets with the science and technology behind successful digital strategy, their brand is the current AOP Publisher of the Year.

Consistently over-performing against the market year on year, they are looking for an intelligent and personable sales person to join their highly skilled and successful digital agency sales team.

The team consists of 20 premium brand web sites with over 20m UUs. Core sectors are MOTORING, TECHNOLOGY, CURRENT AFFAIRS and LIFESTYLE.

They sell a diverse range of brand and audience led solutions to clients - from direct sold display to fully integrated content-led creative partnerships and to programmatic PMPs. The role of the agency team is to ensure that they are fully maximising ad revenue whilst offering the best solutions to their clients, all with the true entrepreneurial spirit that exists within the group.

You will be responsible for:

- Reaching and exceeding monthly and quarterly targets as agreed with Group Agency Manager
- Developing and nurturing excellent agency relationships
- Actively selling standard display, content-led partnerships and audience based buys
- Responding to briefs and pitching proactively for business outside of briefs
- Working with management to ensure that we are offering the best service to our clients as possible
- Accurate forecasting reports to line manager and wider team
- Being the agency lead for your patch; driving an agency strategy and being a known and respected contact within the agency

Experience required:

- 3-5 years digital sales experience
- Understanding of digital media operations and the digital marketplace
- West End agency sales experience and established relations
- Track record of winning and developing business
- Proven success in writing winning proposals
- Excellent and confident presentation skills
- Understanding of the key markets that Dennis operates in

If this role sounds of interest and you'd like to know more, get in touch, Angela Izard at Morgan Rutherford Associates Ltd.