

## **Advertising Sales Team Leader, London £22K Basic+Commission.**

Are you looking for a media sales based career opportunity?  
Would you enjoy being based in the media village in Kensington?

Our client is a content marketing agency producing content across multi platforms including magazines and online and for some of the world's most innovative brands including British Eventing, Porsche Club GB, Center Parcs, Rolls-Royce Motor Cars and Harley-Davidson (HOG).

Our client list is growing and as a result we are creating an expanded team based from our existing offices in the media village, Kensington. This opportunity will see you selling print, digital and content advertising solutions for a portfolio of our clients and sectors including luxury, leisure and automotive. You will be speaking to advertising agencies and potential advertisers directly, ensuring the advertising solutions are well matched with appropriate brands that link well to the content and interest the formats we produce.

The ideal candidate will have some or all of the following attributes:

- Media / advertising sales background
- Advertising agency background
- Ability to interpret media packs and client requirements
- Insight to create own leads
- Interest in developing face to face client contact
- Ability to match potential advertisers to clients brand
- Proven telephone based sales background
- Passion to work in fast-paced, target driven environment

We are looking for a driven, passionate individual with fantastic communication skills who despite gaining telephone sales skills is extremely keen to step into the World of media advertising and develop a sales career within a large, national independent media business.

### **BENEFITS:**

The salary is paying up to £22k basic with OTE earning potential of up to £7k in a generous uncapped commission structure, 5 weeks annual leave and a contributory pension scheme, plus other excellent benefits which include development and training, Club Gold (charity matched funding), tax-free cycle scheme, childcare vouchers, holiday discounts, access to a discount shopping website offering online and in-store discounts, reloadable cards & cash-back, Best Doctors and Doctors Online (medical advice), Employee Care Counselling and Advisory Service, Canada Life Bereavement and Probate

Service, Westfield Health Scheme, retirement gift, long service award and Give as You Earn tax-free donations to charity.

Our client is a privately owned media company that employs around 1,600 staff. It is the fifth largest regional newspaper publisher in the UK with titles in East Anglia, London, Kent and the South West, publishing 1.6 million copies a week in print and reaching six million readers [a month] online. Its portfolio of more than 50 news brands includes many magazines and numerous digital products.