

Sales Executive, upto £30K basic+Commission.

Our client is one of the biggest consumer media publishing businesses in the UK and one of the largest magazine media publishers. This year, they were named Media Company of the Year at the prestigious British Media Awards.

They create compelling content on lots of different platforms i.e magazines, ipads, tablets, mobile apps, events just to name a few, that enhances the way people engage with what they love. That's at the heart of what they do and why they have a massively successful portfolio of special interest magazines/websites etc.

Currently looking for a Sales Executive to sell across their various platforms, within the horticultural arena! The successful sales executive will develop and grow revenue potential of new and existing advertisers through managing an agency and client portfolio. The position covers almost every aspect of the portfolio and provides an opportunity to sell across a variety of revenue streams to include display, digital, sponsorship and creative solutions

Technical Competencies:

- Digital sales experience essential
- Understanding of the digital marketplace, trends and innovation
- Mobile ad sales experience beneficial
- Excellent sales, negotiation and presentation skills as well as keen attention to detail
- Strong new business skills and tenacious approach
- A strong team player with a proven track record in achieving and exceeding sales revenues
- The ability to devise creative cross-portfolio marketing solutions
- Excellent knowledge and ability to apply all the latest applicable research and data within sales process
- Exceptional communication, administration and business skills