

**SENIOR SALES EXECUTIVE/MEDIA SALES EXEC      LONDON      £32K+Commission**

Our client is a fully integrated media company. The company has five operating divisions: Channels, Content & Production, Sales & Distribution, Magazines, and Consumer Products (including DVD publisher 2 entertain) with digital ventures incorporated into each business area. In 2009/10, our client generated profits of £145 million (operating profit before specific items) on sales of £1074 million (including Group revenue and the Group's share of joint-ventures' revenue).

This division was awarded with the Queen's Award for Enterprise in April 2009. This prestigious award for International Trade recognised the company's substantial growth in overseas earnings and its commercial success at outstanding levels, based on 3 years' trading results, which benefit the UK creative industries.

Their values are at the heart of everything they do; culture, how they operate and how they work together to achieve their objectives. Passionate about creating the right culture to work in and employing candidates who can demonstrate they will contribute positively to the organisation.

**THE POSITION**

They are looking for a highly motivated individual to join the expanding Magazines UK digital sales team, selling their portfolio of brands in the digital space...extremely well known publications, ranges include Motoring, Cooking, Gardening, Travelling.

In this role you will be required to sell across multiple revenue streams (display, pre-roll, apps, sponsorship, social media) across their digital platforms, predominantly web, but also mobile.

The role will be reporting to Group Head, Digital.

- Building and securing revenue from an allocated client/agency patch.
- Ensuring that all booked business meets the budgeted yield figure.
- Accurately forecasting and justifying revenue opportunities from the client/agency patch – and subsequently formulating personal targets in conjunction with the Group Head/Ad Manager.
  
- Identifying/developing new areas of growth across the portfolio.

External –

- To have a minimum of 5 meetings a week with allocated agencies/clients.
- To establish and develop relationships with key agency and client personnel.

General –

- Establish with the Group Head/Ad Manager the key accounts within allocated business area.
- To achieve individual objectives set as a result of appraisals/mid-term reviews.
- To work closely with the magazines brand teams for any cross-platform opportunities.
- Act as an ambassador for the Magazines digital sales.

**KNOWLEDGE & EXPERIENCE**

- Strong digital ad sales experience,
- A proven standard of negotiation ability and presentation skills.
- An ability to understand and use research data to create sales stories: ie TGI, Nielsen, Comscore.

**To apply for this job – please return to our Job Board and click 'Apply for Job' button**