

Job Description: Business Development Executive

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Salary £26,000 - £30,000 per annum plus £10,000 - £15,000 commission (OTE)

Type of employment: Full Time

Industry: Media / Publishing / Events

Function: Sales

Travel: some travel to European countries

Location: London, Old Street

Required: Permission to work in the UK.

A truly exceptional opportunity has arisen for a talented Business Development Executive to sell marketing solution packages focusing on events to our community of sell-side asset management groups on our market-leading *InvestmentEurope* brand. We serve 8 key markets in Europe and hope to grow our reach, depth and breadth over the coming years.

Open Door Media Publishing:

Open Door Media is a dynamic B2B information provider and fast-growing financial services media company. We publish magazines, websites and a suite of digital products for the audiences we serve. We also organise multi-day events and conferences around the world. We are an entrepreneurial and creative organisation with a digital-first mentality, but above all we place the communities we serve at the centre of everything we do. Our work has been recognized with four industry awards in three years. More on what we do can be found here: <http://www.odmpublishing.com/>

Role Overview

This is an important business development and key account management role - reporting to the Head of Sales. You will have responsibility for a defined list of key clients – growing the revenues and also developing new business. The job will involve a mixture of telephone-based and field sales, you will also have the opportunity to attend relevant events in European cities and represent the brand at key industry events.

Key responsibilities:

- Maximise your own sales efforts through face to face meetings, telephone, Linked In and relevant industry events.
- Build strong relationships and increase revenue – to meet and exceed sales targets - from a defined list of key accounts that you have been assigned.
- Acquire and develop new business outside the assigned key account list – in conjunction with the Head of Sales.
- Provide excellent customer service / account management to our client community.
- Accurate reporting of all sales efforts; including sales pipeline activity.

Competencies:

- Teamwork: able to work effectively with others in a group and participate in new ideas generation.
- Communication skills: Excellent verbal and written and interpersonal communication and presentation skills; able to convey a point in a simple but effective manner. We are want to hire friendly people to join ODM!

- Results orientation: you are a person who likes to complete a project on time and done well.
- Problem solver: you can demonstrate that you can think your way out of a problem/challenge using your own initiative.

Required Skills:

- Media/Events sales experience
- Effective personal time management and work ethic
- Strong commercial acumen
- Background in finance/asset management is not essential but would be highly regarded

This is an ideal role for a graduate with 2-3 years sales experience. You will be supported with training in both our products/services and the ecosystem of the asset management industry.

Qualifications

- Educated to degree level
- Proficient in the use of Microsoft Office products: Word, Excel, PowerPoint

What we value:

- Confidence and charisma
- Conscientious attitude
- Maturity and a diligent professional attitude
- Determination to succeed
- Resilience in the face of a challenge
- Team player
- Excellent telephone manner
- A second language is advantageous
- Individuals that demonstrate self-learning and are keen to spread the knowledge they have learned to the team.

What you can expect from us

- Ongoing training in sales, digital ecosystem and the asset management industry.
- Opportunities to travel
- Life assurance
- Pension contribution up to 5%
- 25 days holiday per annum + 1 extra day for every year after 3.
- Access to season ticket loan
- Cycle to work scheme
- Employee Benefits Platform

How to apply

- Send your email to: eliot.morton@odmpublishing.com