

The Cricketer – Business Development Manager

Would you like to sell advertising on a market leading sports title?

The Cricketer Publishing Limited is looking for an experienced sales executive to deliver sales across our print, digital and events portfolio. The successful candidate will be hard working with a number of years' sales experience and a proven track record of success. An interest in sport is preferable as well as the ability to work independently to meet challenging sales targets.

The ideal candidate will have experience working within B2B and/or B2C Media – preferably in both print and digital. Account management would also be beneficial to assist with the sponsorship activation of the National Village Cup, which is run by The Cricketer. You will be IT literate, have excellent writing and communication skills and be able to work with clients to offer packages suitable to their needs. The job requires regular work from our offices in south London and you will be generating revenue through telephone sales and face to face meetings.

The Cricketer welcomes applications from the BAME community, women, and the LBGTQ+ community.

Competencies & Qualifications:

- Minimum two years' print and digital advertising sales experience
- Excellent writing skills and the ability to provide well-presented concise proposals to a wide and varied range of customers
- Excellent account management
- An interest in sport
- The drive and determination to succeed in a competitive environment
- Copywriting skills preferred
- A positive attitude and work ethic
- Excellent communication skills and telephone manner
- An analytical approach to problem solving
- Familiarity with or proficiency in the Microsoft Office suite
- Excellent team working skills

Benefits

- Company laptop
- Flexible home working arrangement
- Pension scheme
- Attractive commission & bonus scheme

Salary:

£28K, plus commission OTE £33-35K

Location:

Central London preferred but not essential

Apply to:

jim.hindson@thecricketer.com