

Job description

Job title: Account Manager

Location: London- south west

Salary: £29'000 OTE £54'000 uncapped with pension, healthcare

Ref: 16373



LAWSON PRICE CONSULTANTS

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Our client began operations in 1976 and quickly established itself as the leading publisher in automotive titles in the UK; employing over 3'500 people across 35 locations and with revenues in excess of £125m per annum, they are a force to be reckoned with. They continue to grow ahead of trend through innovation and commitment to quality in both the digital media and print markets and an opportunity has been created for a talented sales person to join them as a Sales Account Manager with the brief to further develop an existing customer group and win new business.

The successful Sales Account Manager will become a key member of the national sales team, with their main focus being the development and growth of revenues from the sale of advertising campaigns run on a regional and national basis across seven titles, by developing strong working relationships with national and branded advertisers and their advertising agencies.

Targeted personally on a monthly basis and contributing to the annual team targets, the successful Sales Account Manager will use a consultative sales approach in the creation of advertising solutions from across the portfolio of services and products available now and in the immediate future. The successful Sales Account Manager will have a hand in the development of those new products through the commissioning of and reporting on market research intended to identify opportunities, extending influence with direct clients and their media agencies in your role as brand ambassador.

In addition to sales achievements, the Sales Account Manager will also be responsible for quarterly service meetings with clients to discuss SLAs and the management of campaign results, reviewing customer activity and account managing the relationship to continue to create opportunity.

The ideal candidate will have gained at least two years media sales experience, possess professional sales and presentation skills, be numerate, ideally degree educated and perhaps have some exposure to media buying or planning agency environments.

Ongoing professional career and personal development opportunities such as Miller Heiman training are available with this progressive employer.

All applications will be dealt with in strictest confidence.

**To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk**