

The Company

Grassroots Publishing Limited, publishers of Active Magazine. A local sport and leisure magazine targeting Stamford & Rutland, based from Broad Street in Stamford.

The Position

The **Advertising Sales Executive** should be ambitious, extremely organized with a proactive attitude. The ideal candidate should demonstrate superb sales and business development skills to increase advertising revenue. Candidate **MUST** be a team player with excellent communication skills as the position requires significant interaction with all departments.

The individual would preferably have sales experience, although this isn't a necessity. Candidate must be comfortable developing new leads through prospecting and have the ability to manage and renew existing business. Individual must be a 'go getter' looking to meet and exceed sales goals and have qualified prospective accounts/leads to call on. Ability to multi-task and follow up is imperative.

Training will be given on internal contact management systems although a reasonable level of computer literacy is required.

Required Skills

- Maintain and renew existing accounts
- Prospect and cultivate new accounts
- Build proposals, negotiate contracts and maintain delivery of accounts
- Ability to interface with all internal departments
- Attention to detail and excellent organizational skills.
- Reasonable level of computer literacy.
- Excellent written and spoken English.

Required Experience

No previous experience required, although previous sales experience preferred.

Salary

Basic salary of £12,000pa plus commission

