

The Company

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

The Position

The **Advertising Sales Executive** should be ambitious, extremely organized with a proactive and courteous 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. The candidate must be comfortable developing new leads through prospecting and have the ability to manage and renew existing business. You must be a 'go getter' looking to meet and exceed sales goals and have qualified prospective accounts/leads. 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 interact with colleagues
- Attention to detail and excellent organisational skills
- Reasonable level of computer literacy
- Excellent written and spoken English

Required Experience

No previous experience required, although previous sales experience preferred.

Location

The preferred candidate does not need to be based from the office in Stamford, Lincolnshire, but will be required to visit the office on a regular basis.

Salary

Salary is negotiable for the right candidate.

