

Position: **UK Sales Executive**
Location: **Shoreditch, London**

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The Position:

Our client is a fast growing digital advertising company with offices across EMEA. They have proprietary in-feed advertising technology, a portfolio of more than 300 premium advertisers, over 150 employees and over £20m revenue. Our client is rated by the Financial Times as "One of Europe's Fastest Growing" companies and recently raised 16.7m Euros (Feb 22) to fund its continued expansion around the Globe.

This brand new role is a part of this additional headcount as the business continues its growth. We are seeking to expand our team with the addition of a UK Sales Executive, to help build and advance their career:

What you'll do:

- You'll be learning as quickly as possible about our business, how it works and what makes it tick.
- You'll manage the end-to-end sales process: from lead prospecting, scheduling pitch meetings, answering questions from prospective clients to preparing sales materials.
- Devising effective outbound strategies, which yield commercial results on an ongoing basis.
- Managing up to date and accurate sales pipeline.
- You'll develop and scale collaborative relationships with major advertisers and media agencies.
- You'll drive UK revenue growth through partnerships with our studio, campaign managers and data teams to deliver the best solutions that meet our advertisers needs.
- You'll build relationships with top media/marketing decision makers across industries.
- Maintain strong industry awareness and use this to provide greater insight and fresh perspectives for partners

The skills you'll have:

- You'll wish to learn quickly and build a career in Media Sales with our client
- You'll have taken time to understand the media/advertising marketplace
- You'll be able to influence effectively and have experience building relationships with clients and partners of all levels over time.
- You'll have excellent presentation and public speaking skills, with clear and concise communication.
- You'll have a level of emotional intelligence, working out how to read situations.

What we offer you:

- Competitive salary and commission structure.
- Cool office in Shoreditch with roof terrace.
- 25 days holiday per annum.
- International, social and supportive team.
- Annual Company Weekend Away (2021 Italy).

If you're ready for a new challenge in a fast-paced company with creative individuals, and endless opportunities to work with exciting brands, why not come and see what we're all about!

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