

The Company

31 Media is a small privately-owned business-to-business media company that publishes high-quality magazines and organises dynamic events across various market sectors. As a young, vibrant, and forward thinking company that is not bound by shareholder demands we are flexible, proactive, and responsive to our customers' needs.

Since our inception 31 Media has been committed to providing energetic networking events and publications that encourage our readers and delegates to question their internal strategies and processes so as to enable them to implement effective change for the increasing demands of modern business.

Position Overview

We are currently seeking an experienced Sales Executive to work on two newly launched thought leadership events taking place in June 2011. The IT based events take place simultaneously and consist of 25 high brow round table discussions, a networking platform, and an exhibition meaning the delegates in attendance will be some of the UK's most senior IT professionals. Operating at this level will not faze the right individual as they will be a seasoned sales professional. This position requires excellent organisational skills, a solid understanding of sales, as well as exceptional consultative customer skills. The right individual must be a team player that has the desire and ambition to build a team around them while being instrumental in the delivery of the event as well as contributing to strategy and the overall event model.

This is a predominately office/phone based role that will quickly turn in to a team leader position for the right candidate therefore previous management experience would be an advantage.

Character & Personal Qualities

This is a challenging role and would ideally suit an energetic individual who has previous B2B media experience. The ideal candidate will want take ownership of the events and be prepared to roll up their sleeves and get stuck in, they will be somebody who doesn't shy away from cold calls and thrives on over achieving targets. They must be someone who won't accept no as an answer and find solutions to complex objections. The successful candidate will want to expand their skill set and be keen to move up the ladder. A 'can-do' attitude is paramount as is the ability to see the bigger picture in order to achieve the long term goals. Above all the successful candidate will need to be totally committed to their own personal development and that of the events.

A minimum of 2 years sales experience is a must preferably in a B2B events environment will be advantageous as will a demonstrable track record of over achieving targets and contributing to event delivery.

For the right person this is a real opportunity to work for a progressive media company that places the utmost value on its people.

Salary: To £20k + £10k OTE

If you feel you have the drive, ambition, and desire to work in this challenging role please email your CV with a covering note to: recruitment@31media.co.uk