



### **BUS. DEVELOPMENT (NEWS CONTENT)** £45,000 (Ref: RN7596)

A unique opportunity for an intelligent, creative professional to join one of the world's best known news services. You will be an entrepreneurial type with at least five years' in sales/marketing or business development across a minimum of three different platforms, particularly new media, publishing or news distribution. This is a new role, in which you will be given a free reign to develop high value, multi-platform content projects worldwide and collect large bonuses as a result. Very sexy (the job not you!).

Contact: Ross Nicholson

### **SPONSORSHIP SALES MANGER** £30,000 + Comm. + Bens (Ref: TS7580)

The world's largest B2B events organisation is on the hunt for an extraordinarily strong exhibition sponsorship sales professional. This role, within the booming life sciences/pharmaceutical division, has success written all over it. You will have senior level negotiating skills and have sold sponsorship/branding opportunities for conferencing and exhibitions within the life science community. Live and proven client relationships are essential for this role.

Contact: Tony Sollo

### **SALES MANAGER** £25,000 + Comm. + Car + Bens. (Ref: TS7547)

The exhibition industry's most progressive and versatile media owner is currently looking to boost its sales force with a Sales Manager. Selling within the buoyant and positive leisure market, you will need two years' media sales experience or ideas on how to maximise the show's revenue. Building on a very successful base, you will use proactivity and determination to increase new clients as well as account managing current clients. Strong face to face sales experience essential.

Contact: Tony Sollo

### **SENIOR SALES EXEC - BRIGHTON** £25,000 + Brilliant Comm. (Ref: SC7616)

Well established ambient media company is looking for a Senior Sales Executive to join their expanding team. The role will involve agency sales as well as some client direct sales. You must have previous media agency sales experience and some experience of the outdoor advertising sector would definitely be an advantage. You need to be capable of sustaining existing relationships and also have the creativity to expand them and generate new ones.

Contact: Sam Clarke

### **SENIOR SALES EXECUTIVE** £20 - £25,000 + Comm. + Car (Ref: MH7283)

Leading B2B publishing house is looking for a 2/3rd jobber sales executive to work on one of its international B2B magazines. Clients include blue-chip companies worldwide. Working in a team of seven, with two to three months' international travel (a week at a time) to attend exhibitions/ meet clients etc. Not looking for a slick, "gift of the gab" sales person. MUST be confident and professional.

Contact: Myles Harman

### **EXHIBITION SALES EXECUTIVE** £20 - £22,000 + Uncapped Comm. (Ref: TS7543)

Global leader of B2B events, covering public sector, transport, legal, finance, utilities to name but a few, is hungry to meet experienced media sales professionals, ideally from a financial background. You will have demonstrated successful results within a B2B sales environment and have desire and the passion to sell in a highly competitive market. You will receive impressive financial rewards in return for selling exhibition space alongside 'big-ticket' conferences.

Contact: Tony Sollo

### **SENIOR SPONSORSHIP MANAGER** £30 - £35,000 + Comm. (Ref: SC7617)

International conference company with offices in London, New York and Canada requires an exceptionally talented Sponsorship Sales Manager. You must come from a conferencing sales background and be able to demonstrate that you are one of the key players in the market. Knowledge of either legal or pharmaceutical conferences would be desirable. This role has loads of potential and so you must also have management potential. If you are feeling held back in your current role this could be for you.

Contact: Sam Clarke

### **SALES MANAGER - BRIGHTON** £25,000 + Excellent Comm. (Ref: SC7607)

Hugely successful London community magazine publishing house is launching a new magazine for the Brighton area. You must live in the area to have the local knowledge to launch this magazine with a bang. You must have four to five years' media sales experience and be lively, ambitious and have a proven track record in sales. This role will also involve the management of one other sales exec initially, and others as the magazine grows!!!

Contact: Sam Clarke

### **SENIOR SALES EXECUTIVE** £25,000 + Comm. + Bens. (Ref: TS7595)

The most respected and renowned financial publisher is seeking an intelligent media sales professional. You will have extensive knowledge of global financial markets, be adaptable and identify opportunities. Selling to senior level decision makers within the asset management and institutional investment markets, the ideal candidate will also be fluent in one major European language. This role requires extensive travel and offers extraordinary career progression.

Contact: Tony Sollo

### **SENIOR EUROPEAN ACCOUNT MANAGER** £22 - £25,000 (Ref: VC7615)

Renowned science /medical based company seeks a Senior European Account Manager. The role will involve selling across a portfolio of titles and building up new and current clientel through telesales and client visits. Based in Munich, the position requires fluent German and French speakers. If you have two years' media sales experience then what are you waiting for, Munich here you come!

Contact: Vicky Crutchley

### **ACCOUNT EXECUTIVE** £20 - £25,000 + Comm. (Ref: MH7593)

Are you finding your present media sales role too repetitive and mundane? Looking for a job where you can exercise some of your creative flair? My client, a leading direct mail organisation, is looking for a consultative sales person to develop new and existing client relationships and provide bespoke client proposals. Due to the innovative nature of the business, career prospects and earning potential is second to none. Interested in hearing more?

Contact: Myles Harman

### **FIELD SALES EXECUTIVE** £20 - £22,000 + Comm. + Car (Ref: MH7621)

My client, a well-known online directory, is looking for an experienced Field Sales Executive to join an exciting new division. You must have a solid sales background (min. twelve months' experience), preferably from national press/directory sales, with strong face-to-face presentation skills and a clean driving license. This is a great opportunity join a well-established, quality organisation with plenty of career prospects.

Contact: Myles Harman

### **SALES/PROJECT MANAGER (SPANISH)** To £30,000 OTE £60,000 (Ref: SC7587)

Exciting division of a hugely successful financial publishing and events company requires an ambitious and talented manager to take charge of a major new project on the subject of independent financial advice in Europe. You must have excellent business acumen and be used to doing deals at the highest level. Not a job for the work shy, this role is autonomous and has the potential to take you a long way! As well as all this, you must also speak fluent Spanish.

Contact: Sam Clarke

### **AD MANAGER** £25,000 + Comm. (Ref: VC7585)

A small, established company seeks an Ad Manager for an immediate start. Do you have drive, determination and ambition? Do you want to have the opportunity to join a company where career progression is part and parcel of the role? Do you want to start the New Year with a new challenge? Do you have two years' media sales experience in B2B or press? If you are answering yes yes yes come and apply now!

Contact: Vicky Crutchley

### **ACCOUNT MANAGER** £25,000 + Comm. (Ref: VC7387)

A fantastic opportunity within a very well established outdoor company...Do you have two years' ambient experience selling to clients direct? Or do you have experience selling to agencies? Either way we need you! Are you highly motivated, intelligent and sales driven? Do you have a good proven sales track record? Do you have strong agency contacts and good client relationships? Are you commercially minded? Lucky you... apply now!

Contact: Vicky Crutchley

### **SENIOR ACCOUNT EXECUTIVE** £20 - £25,000 + Comm. (Ref: RN7053)

An established ambient media company, based in North London, requires an experienced, proven sales professional, preferably from the outdoor/ambient sector, although strong sales ability is the key. With duties ranging from cold calling to key account management, applicants should be strongly motivated, able to generate business in a wide variety of markets, and be a good closer. Agency sales experience and strong face-to-face presentation skills are imperative.

Contact: Ross Nicholson

### **SALES EXECUTIVE** £24,000 + Big Comm! (Ref: TS7620)

This market dominating title delivers a dedicated view of financial, political and legal risk in the world's oil, gas and electricity markets. Candidates must have a minimum two years' media sales experience. Excellent communication and negotiation skills are essential for this role as well as the ability to source new leads and tailor creative packages to meet clients' needs. Some experience of key account management is desirable. Extensive international travel will be expected.

Contact: Tony Solo

### **DISPLAY SALES EXECUTIVE** £18,000 (Ref: VC7544)

Strong sales entrepreneurial people required, but only if you are ready to climb the career ladder. Do you want to work for a consumer title? A small well established company seeks reliable, mature candidates... if you have two years' media sales experience selling display and now want to join the kind of company that will give you the kind of career progression that you only dream about, then Christmas has come early for you!

Contact: Vicky Crutchley

To discuss these or a wide range of other opportunities, please contact Ross Nicholson, Tony Sollo, Vicky Crutchley, Sam Clarke or Myles Harman at [media@media-contacts.co.uk](mailto:media@media-contacts.co.uk)

The Windsor Centre, Windsor Street, Islington, London, N1 8QG  
Tel: 020 7359 8244 Fax: 020 7226 9121 Web: [www.media-contacts.co.uk](http://www.media-contacts.co.uk)

**MEDIA CONTACTS**  
RECRUITMENT CONSULTANTS LTD