## Y:\HR Documentation\Logo\Premier_strapline_RGB.pngPremier Christian Communications

**Business Development Executive**

LOCATION: Greater Manchester (Home based) with occasional travel

HOURS OF WORK: Full-time: 9:15am – 5:15pm (35 hours PW)

CONTRACT: Permanent

REPORTING TO: Group Sales Manager

SALARY: £25k basic plus uncapped commission

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| OVERALL MISSION OF PREMIER  |
| To enable people to put their faith at the heart of daily life and to bring Christ to their communities. |
| PURPOSE OF ROLE |
| This is a new role within our established Sales Team, with an opportunity to directly grow the new business income of Premier.You would be joining a progressive media organisation, and be part of a close-knit, highly successful sales team. Creating new business proposals across all media platforms (radio, digital and print) you will be a confident negotiator with a passion for closing the deal and exceeding targets and goals. This is an ideal opportunity for an experienced sales professional, who is looking to take the next big step in their career. We are looking for individuals who are resilient, creative & innovative, determined, passionate about selling, and excited about developing new business.  |
| KEY TASKS |
| * Generate sustainable profitable new business income
* Identify income opportunity in new and existing markets & sectors (including but not limited to USA)
* Manage your own opportunity pipeline working to a high level of conversion
* Develop long- term key account client relationships with a typical horizon of 3 to 5 years
* Work within agreed pricing frameworks to achieve the best possible margins on all new business
* Seek out high worth media contracts and quickly close the deal.
* Be a confident negotiator in boardroom level discussions
* Work to high standards of accuracy when preparing client proposals using a variety of presentation tools
* Manage all new business projects within agreed timelines with a strict adherence to deadlines
* Never settle for anything less than achieving the target
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| QUALIFICATIONS AND EXPERIENCE |
| * A senior level sales professional with proven experience in negotiating high value new business transactions
* Ability to interpret and analyse performance data
* Experience in calculating profit margins as part of the process of identifying the opportunity pipeline
* Cross platform media selling experience, from both an agency and client side perspective
* Strong level of digital education including knowledge of digital pricing strategies
* Comfortable using digital performance analytics
* A confident networker with a good book of media contacts
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| ABILITIES & SKILLS |
| * Ability to identify profitable new business opportunities and grow media sales income for Premier
* Lead cross platform media discussions and negotiations setting and achieving stretching goals for all new business proposals
* Work to exceed personal sales targets
* Form trusted relationships with external media representatives and buyers in order to maximise business
* Intermediate to advanced level in all office programmes
* High level of attention to detail
* Ability to present and interpret data in order to justify margin calculations
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| PERSONAL QUALITIES |
| * Self-motivated
* Tenacious
* Collaborative
* Creative Thinker
* Resilient
* Resourceful
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*Due to the number of application we received we cannot reply to unsuccessful candidates, therefore, if you have not heard from us within two weeks of the closing date please accept that, on this occasion, your application has been unsuccessful.*