

SOAR MEDIA SALES EXECUTIVE

Soar Media is looking to recruit a professional and proactive sales executive to enhance the meteoric growth of their sports agency and associated projects.

The company has working partnerships with the major sports clubs within Leicestershire and boasts major organisations within our current portfolio such as Leicester-Shire & Rutland Sport, SAQ International, NHS Leicestershire Partnership, Marks Electrical, Leicestershire & Rutland Cricket and Leicester City Football Club.

The successful applicant must have the drive to unearth and cultivate new leads as well as supplement the company's existing client relationships.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Responsibilities include but are not limited to:

- Performing **outbound calls and emails to sell advertising** for Soar Magazine, soarmagazine.co.uk and SoarTV.co.uk
- **Exceed monthly sales goals** and client expectations in value and customer service
- **Grow sales significantly** each month by attracting additional business leads
- Be prepared to sell all levels of advertising **and additional Soar Media services**
- Maintain computerised records of all prospects and customers
- Additional responsibilities as assigned by Soar Media

QUALIFICATIONS & REQUIREMENTS:

- **Computer proficient** (Microsoft Word, Excel, Outlook)
- Previous customer service or retail **sales experience**
- First-class customer services and relations skills
- **Professional image** and demeanour
- Ability to work effectively within a marketing team and comfortable taking the initiative
- Knowledge of **Leicester sports and business scene** essential
- **Existing client** base and contacts list essential
- Full driving license and use of your own car essential

EDUCATION & EXPERIENCE:

- Qualifications in the relevant fields: Sports Marketing, Advertising or Business Management
- GCSE English level C or higher
- Must be able to **communicate well with business owners and key staff** at all levels and be comfortable in a fast moving and proactive office environment
- **Knowledge of print industry standards, graphic design, web design and video production** desirable

SALARY PACKAGE:

- Competitive with excellent commission package

Apply via email to hello@soarmedia.co.uk. Please attach a CV.

Strictly no agencies please.