

JOB TITLE:	New Business Executive
LOCATION:	Paddington
SALARY:	£22,000 to £25,000 + Commission & Benefits
AGENCY TYPE:	Brand Activation
START DATE:	ASAP
CODE:	BLOS/OD

FULL DESCRIPTION:

Based in Paddington, this extremely well established brand activation group agency is looking for a new business professional to lead the outbound prospecting activity and generate highly qualified meeting opportunities for the business to attend and close.

Being part of a group network the role has the dual responsibility of finding someone to lead the sales function for two separate agencies, and as such you will be able to easily adapt a dual identity 'hot desking' your time evenly across two separate but in many respects similar propositions. With clients that include Unilever, P&G, HSBC and Mars these agencies who share the same offices have a formidable reputation.

Commencing with a thorough training and induction period, this opportunity is for someone who is genuinely passionate about developing a career in new business within the marketing or brand sectors. The role requires someone who relishes being in the commercial front line, hungry to pick up the phone and build relationships, and bring energy to both the role and the internal team to embrace the challenges associated with proactive sales, while equally adept at managing warm and incoming new business referrals. You will be bright and confident but not overpowering, intuitive, sensitive and resilient. You will be working with first class marketing professionals in an open, consultative and meritocratic environment.

It's likely you will have a degree in marketing, psychology or a business related field. Ideally you will have a firm understanding of both the challenges and requirements of consultative new business/sales whilst also possess a curiosity and passion for brands in respect to the methods and challenges they use to take products to market. It goes without saying you will need to be a first-class communicator in writing, on the phone, and face-to-face and Blossom expects this to shine through in your application. You must be highly structured and organised, independent and possess an enquiring mind, with excellent attention to detail. Furthermore you need to be resilient and disciplined in approach with a natural determination to succeed. You are someone who gets things done, driven, charismatic, a team player, presentable and polished.

Comprehensive market information, database tools and training support will be provided for the successful candidate.

To apply for this role please email calli.simon@timetobloom.co.uk quoting the job code 'BLOS/OD'. Please be sure to include a detailed covering letter that clearly explains why this position is of interest and draws attention to your relevant skills and experience.