



Junior Sales Executive - online and offline

Due to ongoing company expansion we have a new Junior Sales Executive role which offers excellent scope for progression. Along with a competitive basic salary and commission scheme exposure to business is substantial at IHM, it happens right there in front of you and it happens fast. You interact daily with managers and executive team members. The learning curve is steep, and it takes an ambitious and brave individual to succeed - are you ready?

The Role:

- To develop new business opportunities in a fast paced on and offline environment
- Obtain knowledge of the hospitality media industry and service offerings we provide to our customers
- Develop telephone sales and presentation skills for client meetings
- Negotiate and close deals with customers
- Build relationships through networking with partners and suppliers
- Maintain accurate records of client information
- Learn to manage a sales pipeline to forecast new sales opportunities

Candidate Requirements:

Educated to degree level (preferred but not essential)
Previous sales role experience (preferred but not essential)
Possess exceptional communication skills
Self-motivated, with a strong desire to succeed
London based (preferred but not essential)

To apply, please email your CV in the first instance to: info@internationalhospitality.media

No agencies please.