

## **Client Solutions Manager - online and offline**

This is an exceptional opportunity to be part of an expanding London based hospitality media and event organisation. The company focusses on growth areas within the b2b hospitality sector and has an innovative and progressive approach to driving on and offline sales.

Supported by the Marketing department, you will be responsible for identifying new, and maintaining existing commercial sales activities and delivering growth. The successful candidate will report directly to the Head of Sales, and you will need to have an entrepreneurial spirit. A minimum of 2 year's sales experience is required, together with the ability to work under your own initiative and as part of a team.

This role will ideally be suited to those who have experience in the following areas:

- Hospitality media sales
  - Online sales
- Event / conference delegate and sponsorship sales

### **KEY DUTIES:**

- Develop new client relationships
    - Relationship management
    - Field/face to face negotiation
  - Telephone sales and business development
  - Support the sales and marketing function
  - Assist with editorial direction / content
- COMPETENCIES:**
- Confident & well presented
  - Strong organisation skills & attention to detail
    - Ability to motivate and inspire
  - Background in sales and marketing preferable
    - Innovate, flexible, reliable and proficient

### **The package:**

Good basic salary + 10% uncapped target commission (OTE £80K) based on 40 hour week  
All work-related travel expenses paid  
Fully expensed mobile telephone after successful probation  
Paid for training skills for business growth / career enhancement where appropriate  
Office / home based with full ongoing support

To apply, please email your CV in the first instance to: [info@internationalhospitality.media](mailto:info@internationalhospitality.media)

Part time positions also available.

No agencies please.