

Job Title: Digital and Supplements Manager
Department: Sales Manager
Report to: Publishing Division

About Us

Events and experiences that win hearts, minds – and awards. We create them, develop them and deliver them. Down to the last detail. And from humble beginnings as a team of 10 back in 2003 (We're Media 10 for a reason!) we're now a line-up of over 280 of some of the most talented people on the planet across the UK, Shanghai and South Africa. We pride ourselves on our entrepreneurial heart and soul with is balanced out by our gravitas that comes from our 15-year track record of creating industry 'firsts' & delivering excellence. Our knowledge is unrivalled, our passion infectious and our parties legendary! Above all, we're committed to transforming brilliant ideas into award winning content. And because we're a truly independent company, we're able to give our people the creative freedom that's led us to being one of the most decorated companies in the industry.

The Brand

The industry's leading daily Kitchen & Bathroom newsfeed kb-eye.com, which has recently added to Media 10's portfolio as part of the Kitchen and Bathroom division. Our newly formed division includes Utopia Kitchen & Bathroom magazine, Designer Kitchen and bathroom magazine, kb-network.co.uk, the d-list, and the prestigious Designer Kitchen & Bathroom Awards event.

The Role

We are seeking an established **digital & supplements manager** with a proven track record in sales. You will be expected to lead by example, and have a keen eye for good design.

As part of this role, you will be working with our web team to ensure the website is run effectively and all commercial opportunities are maximised. You'll be managing and selling kb-eye.com, which involves selling daily digital adverts to the kitchen and bathroom industry. Adverts include banners, spotlights, full site takeovers and sponsored content.

As a dual role, you will also be required to sell the advertising in our much loved annual trade supplements. This involves selling advertorials to advertisers within the supplements. The supplements carry reduced advertising rates compared to the magazines and therefore a relatively quick sale and turnaround is required. The supplements will involve at least 50 phone calls a day, we publish 7 supplements a year and each supplement takes around 2-3 weeks to sell.

You must be excited and driven by a desire to prove your personal sales ability by always exceeding your own sales targets, go the extra mile whenever required and inspire others to want to do the same.

What is expected of you

- Ensure that your monthly sales targets are achieved across all platforms
- Manage all digital advertising for our online brand kb-eye, which will involve new business development, maintaining existing advertisers and increasing revenue
- Confident in closing a deal over the phone
- Develop and grow your personal client base and spend
- Ensure that all new business is followed up and converted into repeat business
- Represent the brand professionally at all relevant exhibitions and events
- Identify opportunities that progress the standing and profitability of the product group
- Identify new markets to increase sales and partnerships, ensuring that the market-share document is analysed on a monthly basis.
- Feed and develop strategies to exploit areas of opportunity and build areas that require strengthening and monitor their progress.
- Take responsibility for the organisation of all aspects of the supplements within the portfolio, Coordinating them as your projects and ensuring targets are met.

What you will be good at

- A strategic and proactive thinker and planner
- A team player

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- Self-starter
- Adaptable – be able to work with pace
- Honest and reliable
- A great communicator
- Driven and motivated

What we will do for you

- Make you feel like part of a family
- Know your name – you're not just a number here
- Encourage you to develop your skills, strengths and career
- Recognise your contribution and hard work
- You will get to work on the best brands in the industry
- Make sure you're never bored
- Love our company parties
- Make sure you have fun – because we have fun