

Job Title: Display Sales Executive  
Department: Publishing  
Report to: Advertising Sales Manager

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## About Us

Established in 2003, Media 10 is the most awarded media and events company in the UK and have a growing portfolio of 30 live events covering design, interiors, lifestyle and construction. As well as Media 10 being specialists in the events sector, the company's creative flare produces well established publications and owns a series of award winning magazines and websites.

We not only enjoy what we do, we love it! We are passionate about delivering the very best results in everything we do and expect our team members to have the same passion.

Our wonderful Publishing team are looking for a **Display Sales Executive** who is assertive, independent, quick paced and active. You are an experienced influencer, who has positivity in abundance and enjoys driving revenues, seeking new business and building lasting relationships. You should be comfortable dealing with clients of significant size and liaising with various internal stakeholders as this role involves selling to many of our largest clients that also support our exhibitions and events.

## The Brands

Gurgle is the leading parenting magazine for mums and mums-to-be looking for inspirational ideas, suggestions and advice to help them be the parent they want to be. It occupies an exclusive position in its sector, owned and sold by the largest retailer in the parenting sector, and now boasts the highest audited circulation. Following significant research activity, Gurgle continues to evolve as the desirable parenting resource and is in a strong position to capitalise its market leading position.

## What is expected of you

- Develop and grow the advertising spend of your client base
- Ensure all new business is followed up and converted to repeat business
- Attend all relevant networking opportunities, wherever, whenever
- Manage the smooth commercial workflow of the publications
- Forecast and report on sales progress and patterns with Classified Advertising Sales Manager
- Identify and come up with creative opportunities that will progress the standing and profitability of your portfolio
- Ensure monthly advertising sales targets are achieved across online and print platforms
- Represent the portfolio at all relevant exhibitions and events
- Make frequent visits to new and existing clients
- Assist and advise advertisers with their artwork creative
- Prepare proposals and presentations
- In addition to securing substantial revenue generating packages, you will be given the scope to develop and implement long-term strategic partnerships
- Ensure expected call rates are achieved consistently (90 minutes per day – 5 days per week)
- Actively and intelligently seek new business
- Ensure accurate and responsible administration is maintained
- Communicate with credit control to ensure all contracts are fully paid
- Support other team members as and when required and maintain a positive and enthusiastic attitude towards the role and Company
- Engage fully in training and development
- Be present at all Media 10 events that you are involved with, irrespective of the fact they overlap into a weekend

## What you are good at

- Building strong, lasting relationships
- Planning and organising
- Communicating at all levels
- Reliable and loyal

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- Strategic thinker
- Self-motivator

### **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 do have fun