



SUBSCRIPTIONS SALES MANAGER

The Role

Contagious is in a period of rapid growth. We're currently looking for a salesperson to join our dynamic and energized London based team and help us expand our stellar roster of subscribers. This is a great opportunity to experience a high growth environment, work with senior level clients and learn about the global marketing and advertising landscape.

This position will report directly to the Global Commercial Director with regular liaison to the sales and editorial teams in various locations across the world.

The Company

Operating at the intersection of marketing communications, new technology and consumer behavior, Contagious is an indispensable strategic resource and creative reference tool for brands and communications agencies around the world. With offices in London, New York, Mumbai and Singapore, Contagious publishes award-winning Contagious magazine every quarter, offers an on-brief, filtered online intelligence service called Contagious I/O and a dedicated consultancy and advisory service called Contagious Insider.

Contagious clients include a range of forward-thinking agency and brand marketers including Intel, Mondelez International, Fiat, Diageo, Nike and many more.

Key Duties and Responsibilities

You will be responsible for selling group subscription deals of our coveted print and online subscription service to a range of leading advertising agencies and Fortune 500 corporate clients. The ideal candidate will be passionate about our content, and looking to further develop a career in sales. Additionally, they have excellent oral communication skills, is confident, able to work well in a team and has an inquiring mind always interested in what's on the horizon in the marketing industry.

- Proactively source, prospect, close and invoice magazine subscription leads to meet established monthly and annual goals
- Cold call agency and client organisations to identify potential subscribers to other Contagious products and services
- Ensure client accounts are effectively set-up and managed
- Attend industry events on behalf of Contagious to further source leads and establish key relationships
- Assist Commercial Director and Editorial team as needed
- Ensure effective use and population of data on CRM system, Goldvision

Key Performance Indicators

1. To increase magazine subscription sales and meet/exceed set targets
2. To pro-actively manage prospects and sales pipeline
3. To build level of content knowledge which adds value to the overall sales process and also provides opportunities for up-selling

Skills/Knowledge/Qualifications

- 1-2 years of direct sales experience. Passion and hunger a must. Understanding of the digital marketing landscape is a plus.
- Track record of successfully achieving sales targets
- Excellent communication skills, both verbal and written. You will be working with everyone from executive assistants to CEOs.
- Confident with cold-calling. You will be making a minimum of 30-40 calls a day; you must be comfortable on the phone in an open office environment.
- The ability to set goals and drive them to fulfilment is paramount.
- Thrives on meeting targets and being personally accountable. Shares company's vision/goals and are excited by success and opportunities that come with growing the company internationally
- Ability to present in front of people with energy, confidence and eloquence
- While you will work independently, you also need to be a collaborative player, to share information and support the team
- Excellent organizational skills, ability to juggle many projects, leads and follow-ups
- Proficient with FileMaker Pro, MS Word, Excel and PowerPoint
- Applicants must have legal right to live and work in the UK

Salary: up to Competitive

Status: Full-time, Permanent

Location: London

Contact: Amar Chohan / amar@contagious.com