

Job Title: Account Manager
Department: Home Interest Division
Report to: Commercial Director

About Us

Established in 2003, Media 10 is the most awarded media and events company in the UK, with 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 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.

The Portfolio – Home Interest Division

The Ideal Home Show has been running for over 111 years, making it the longest running exhibition in history. This award-winning consumer event in London, delivers an unparalleled audience of over 205,000 (BPA audited) home interest customers.

The Home Interest Division is also responsible for Ideal Home Show Christmas, Ideal Home Show Scotland, Eat & Drink Festival London and Glasgow, The Cake & Bake Show, Good Homes Magazine and a multiple array of digital opportunities and channels.

What is expected of you

Within this multimedia portfolio opportunity, you will be expected to increase and grow digital and live event revenue.

- Ensure sales targets (personal and product) are achieved above and beyond each month
- Have a solid understanding of the sales process, digital and live event, with the ability to share knowledge with members of the team
- Know your stuff: industry, competitor analysis, publications, key brands, Media 10, what's best for your clients, inventory, show and digital targets – and how to increase revenue year on year
- Know your figures: digital and live event target, revenue, year on year comparison, yields, total m² vs available, number of clients, new business and retention
- Be responsible and take the lead on for solving problems and issues as they arise: amendments, accounts, managing cancellations
- Back management decisions publicly and suggest constructive ideas
- Implement a strategy/vision for your client base (content and composition)
- Communicate with the team ensure your knowledge is shared
- Floor plan and client campaign(s) management
- Ensure CRM is kept up to date at all times
- Maintain and increase business development – increase new lead sources
- Build client relationships – client management, client retention
- Enforce company policy and procedures
- Engage fully in training and development and mentor junior members of the team, if required
- Be present at all Media 10 events that you work on, irrespective of the fact they may overlap into a weekend

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What you are good at

- Past experience on delivering successful digital revenue
- Lead from the front and set the standard
- A professional networker
- A strategic and proactive thinker and planner
- Organised with an eye for detail
- Role model – encourage, motivate, guide and support
- Team player
- Problem solving
- Honest and have transparency and integrity

Development timeline:

- Probationary review at 6 months
- Upon successful completion and passing of probation, a clear development plan will be supplied, to create the pathway to Senior Account Manager – Home Interest Division
- Quarterly reviews will take place to make sure you are on track

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