

Job Title: Client Solutions Manager
Department: Home Interest Division
Report to: Head of Client Solutions

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 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 every aspect of our business and expect our team members to strive for the same

The Brand

The Home Interest portfolio boasts a reach of over 3,000,000 consumers inclusive of brands such as Ideal Home Show London, Ideal Home Show Scotland, Ideal Home Show Christmas, The Cake & Bake Show, Good Homes Magazine and Home Interest Digital.

The Role

We are seeking an enthusiastic Client Solutions Manager to work across the Home Interest portfolio with a proven track record in digital and publishing sales. You will have a keen eye for Home Interest brands and thrive from being a brand ambassador and having a key role in its growth as we strive forward with our digital transformation.

Key responsibilities and expectations

- To learn the ins and outs of the Home Interest portfolio, and the commercial opportunities across all platforms
- Develop and grow personal client base and spend, and contributing towards the entire team where necessary
- Ensure you hit your monthly portfolio target
- Ensure all new business is converted and followed up to become repeat business
- Represent the brand professionally at all times, in person or virtual
- To work with other departments including marketing, production, accounts and editorial to discuss new ideas and ensure the smooth commercial workflow of the brand
- Attend all relevant networking opportunities
- Communicate with clients professionally on the phone, via email, video call and face to face
- Design creative campaign solutions for brands across the home interiors industry which are in line with their marketing strategies
- To be an integral part of the digital transformation strategy
- To have a keen focus on selling and growing our endorsement platform 'Good Homes Approved'
- Forecast and report on your sales progress, patterns and pipeline to your direct line manager
- Have excellent organisational skills and a strong work ethic
- To work with the Head of Client Solutions to identify new revenue opportunity for the portfolio
- Work effectivity with the Home Interest sales team to grow the entire portfolio, contributing ideas
- Experience selling to media agencies and client direct a bonus

What you are good at

- Lead from the front and set the standard
- A professional networker
- A strategic and proactive thinker and planner
- Organised with an eye for detail

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- Role model – coach, manage, mentor
- Team player
- Problem solving
- Honest and have integrity

What we will do for you

- Clear KPI's & Development plan
- 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
- Support and take on board your ideas – we want your contribution
- You will get to work on the best brands in the industry
- Love our company parties
- Make sure you have fun – because we do!