

Job Title: Digital Sales Manager – Consumer
Department: Home Interest and Grand Designs
Report to: Divisional Director

About Media 10

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.

Our Brands

Grand Designs Live

The Grand Designs brand is unique and internationally renowned. It all started with the incredibly successful TV series that has been on our screens for over two decades. The portfolio now includes the biannual Grand Designs Live event and a suite of content products. Grand Designs Live has established itself as the UK's number one consumer show for design and innovation for the home. We launched the show in 2005, and it's been hailed the UK's most successful exhibition launch in the last decade. The event across London's Excel and Birmingham's NEC, attract over 160,000 visitors each year, with over 500 exhibitors at each show. www.granddesignslive.com

Grand Designs Magazine

Grand Designs magazine is the UK's best-loved self-build title. Published 13 times a year, it is an invaluable resource of ideas and inspiration for self-builders, renovators and home improvers. Each issue includes amazing homes, how-to-project guides, kitchen and bathroom design ideas, the latest architecture news, and Kevin McCloud's column. Plus, unmissable tours of the amazing TV houses. www.granddesignsmagazine.com

Home Interest

The Home Interest division is renowned for the UK's largest and longest standing consumer show, the Ideal Home Show. Spanning across 17 days and welcoming over 200,000 visitors, the Ideal Home Show is *the* consumer event. Alongside the flagship event sits Ideal Home Show Scotland and Christmas, which welcomed a combined total of 140,000 visitors. The Home Interest Division is also responsible for the Eat & Drink Festival, the Cake & Bake Show, Good Homes magazine, and a number of digital platforms. Annually, the Home Interest Division reaches 2,200,000+ consumers. www.idealhomeshow.co.uk www.thecakeandbakeshow.com www.eatanddrinkfestival.com

Good Homes Magazine

Good Homes portfolio offers its audience the ultimate tool kit of decorating ideas and shopping inspiration to update their homes. From on trend styles, colours, patterns, and fabrics, to the best high street buys, uplifting real homes and clever makeovers. The magazine, website, newsletters, social platforms, and room sets comprises an ideal mix of practical tips, expert advice and real-life inspiration, including at a live event. www.goodhomesmagazine.com

What is expected of you

The ideal candidate will be sales driven, but will also be able to develop new products and give their input steering and developing strategy to match the digital ambitions of the company.

- Ensure sales targets (personal and product) are achieved above and beyond each month
- Have a solid understanding of the digital sales process, 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, digital targets – and how to increase revenue year on year

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- Know your figures: digital target, revenue, year on year comparison, yields, availability, 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
- Communicate with the team ensure your knowledge is shared
- 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
- Build your team
- Be present at all Media 10 events within the Consumer portfolio, irrespective of the fact they may overlap into a weekend

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

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
- Train and guide you to be the best you can be
- 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