

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 everything we do and expect our team members to have the same passion.

The Division & Brands

UK Construction Week launched in 2015 and very quickly became the largest trade exhibition for construction professionals in the UK. Since then, it has gone on to win best trade show in the UK for the 2019 edition.

The division also has a range of digital products, including the Construction Buzz news platform, that delivers up to the minute news to over 175,000 industry professionals every day.

The construction division delivers regular virtual events, conferences and webinars meaning we have the most holistic approach for brands wishing to reach customers in the construction sector.

Who you are

You will be a sharp, 'fearless', self-starter - motivated by individual targets and career progression. You must have persistence and resilience and above all a strong work ethic. You also will need to show a creative flare and demonstrate the ability to understand your customer's needs.

You will have strong telephone manner and equally face-to-face skills and must be able to demonstrate that you have hit and exceeded targets within that time.

We are looking for someone who can sell our portfolio to anyone from a SME to a Director or CEO of some of the largest construction product suppliers in the sector.

What is expected of you:

- Ensure sales targets (personal and product) are achieved above and beyond each month
- A solid understanding of the sales process with the ability to share with other members of the team
- Communicate with the team ensure your knowledge is shared
- Floor plan management
- Ensure database 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
- Implement a strategy/vision for your section (content and composition) and ensure your floorplan is water-tight
- Attend competitor events, publications, key brands, Media 10, show targets – year on year revenue and be a champion of your industry
- Know your figures: section target, revenue, year on year comparison, yields, total m² vs available, number of exhibitors

Job Title: Sales Executive
Department: UK Construction Week
Report to: Sales Manager



- Be responsible and take the lead on for solving problems and issues as they arise: amendments, accounts, managing cancellations
- Be present at all Media 10 events that you work on, irrespective of the fact they may overlap into a weekend

What you are good at:

- Lead from the front and set the standard – be the first in and the last out (office and shows)
- Hungry to earn un-capped commission
- 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

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 no two days are the same.
- Progress you throughout the company through your determination and hard work
- Love our company parties