

Business Development Manager / Senior Sales Executive Job Description

Job Details:

Days of Work: Monday – Friday
Working Hours: 08:30 – 17:00
Reports to: Commercial Director
Department: Sales
Place of Work: European Medical Group Ltd t/a European Medical Journal
Coppergate House
16 Brune Street
London
E1 7NJ

Job Description:

- Looking to further your career in Publishing / Media sales?
- Want to learn more about and work within a 'recession proof' industry like Pharmaceuticals / Medical Devices?

This is a unique opportunity to join a rapidly expanding business with enormous growth potential founded on a really strong brand and a very talented and successful leadership team.

Successful candidates will be working very closely with companies across the EMEA region and beyond. You will learn, by way of an outstanding sales and industry training course, how to help multinational Pharmaceutical / Medical Device Companies generate awareness for the work they are doing in 14 + different Therapy areas, becoming an integral part of their Product awareness Campaigns / Disease Awareness Projects.

You will be trained to become not only experts in sales, but also in one of the most exciting and World Leading Industries: Pharmaceuticals and Medical Devices

Duties:

- Identify target companies within the market place using the telephone and independent research
- Initiate outbound calls to prospective clients at decision maker level
- Consistently move the customer towards a positive buying decision or commitment
- Present key benefits while focusing on customer needs
- Demonstrate drive, persistence, and strive to achieve Journal targets
- Work closely with companies throughout the year to understand and build rapport with them
- Use a consultative approach in order to help identify key strategic objectives

Requirements:

- Entrepreneurial & determined to sell successfully
- Highly motivated, ambitious and confident
- Excellent communicator with strong, persistent closing skills
- University degree
- Some inside sales experience would be advantageous
- Must be able to work under pressure
- An outgoing personality, tenacious attitude, good listening skills and an unlimited drive to succeed
- Must demonstrate our company values – Hardworking, Passionate, Proactive, Gold Medal Winner, Different, Inspiring, Loyal, Healthy, Proud, Positive

Come join us and experience the growth of, and success of a new and expanding product, and challenge yourself to succeed and become one of European Medical Journal's future leaders.

Qualified candidates will be provided with:

- A competitive base salary with an aggressive commission structure (no cap)
- A career path to future long term leadership and earning potential

To apply, please forward a cover letter and resume to Steve Adams, at: steve.adams@emjreviews.com