



Media Sales - Department Vacancy

Job Title:	Local Sales Executive
Reporting To:	Local Sales Manager
Location:	Aldershot (one day out on meetings a month)
Hours:	38.75 hours per week - 8.45am-5:30pm/Monday-Friday (Optional Wednesday wfh after probation/subject to performance)
Salary Range:	£18k-£25k (depending on experience)
Commission/Bonus:	Non-capped - average of £5k-£7.5k annually once established

The Company & Role:

Boomerang Media (www.boomerangmedia.co.uk) is a well-established out-of-home media business. Boomerang owns, manages & operates over 2,000 digital screens in five audience networks - 1) Health & Fitness, 2) Cinema, 3) Retail, 4) Playcentres & 5) Education - working with leading partners such as David Lloyd Leisure, Nuffield Health, Pure Gym & VUE Entertainment amongst many others. We provide on screen advertising opportunity for 3rd party advertisers - both international, national & local clients. Our advertiser base includes the likes of Netflix, Nintendo, O2, BBC, Paramount Pictures, Red Bull, Nivea, Sky, Nando's, Nike, Jaguar, Lego, Colgate, Calpol & Sony Music.

We are now looking for a Local Sales Executive to join our dynamic local team. The successful candidate will be tasked with generating revenue direct from local businesses. Initially they will focus on selling our estate of digital posters within the David Lloyd, Nuffield Health & Pure Gym chains.

The ideal candidate will be a self-starter, highly motivated & proactive, with a firm desire to succeed. Ingenuity is at the heart of Boomerang, so there is plenty of scope for creativity. Full training will be provided, including monthly sessions with our sales trainer & full support from the wider team. Our office is based in sunny Aldershot, in a grade 2 listed building on a picturesque park - perfect for sunbathing with ice creams in the sunshine!

Desired Personal Attributes & Skills:

- High energy levels - 'sales hungry' - with an upbeat & positive outlook
- An interest in media, marketing & communications - able to sell a concept/solution
- Confident on the telephone, as well as face-to-face
- A self-starter, highly motivated, professional and engaging
- Personable, relationship-builder
- Natural organisational & prioritisation skills; a pro-active 'game-planner'
- A 'hunter farmer' mentality - able to win new business & account manage
- Sales experience would be an advantage, but is not a pre-requisite



Job Specification:

1. Reach (& exceed) individual sales targets
2. Win new business from local advertisers; to maintain & develop existing business
3. Where relevant, contribute to company goals, promoting all Boomerang products & cross-selling
4. Make required number of quality telephone calls daily
5. Generate required number of face-to-face meetings
6. Develop meaningful relationships with the Marketing Managers/owners of local businesses
7. Actively participate in sales meetings & subsequent team activities
8. To ensure internal working relationships with other departments are in the best possible order
9. Ensure all administration is in line with company policy & procedure
10. To professionally represent the company at all times

Additional Benefits:

- **Time for You** - 22 days annual leave, increasing each year up to 25 days
- **Future Saving** - work-place pension scheme in accordance with government guidelines
- **Support** - we offer training through a 2-week induction programme & ongoing mentoring
- **Development** - we invest in staff through courses & qualifications to help them progress
- **Incentives** - we incentivise with bonus schemes & uncapped commission
- **Free Parking** - on-site car park, which is free to use for all staff
- **Rewards** - we reward hard work with company parties & a yearly ski trip
- **Healthy Lifestyle** - we invest in your well-being with subsidised gym memberships

For further information on the role, please contact:

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