



**Job Title:** Digital & Partnership Sales

**Salary:** Competitive dependent on experience, plus uncapped commission

**Line Manager:** Business Development Director

**Purpose:** Manchester's Finest Group is a publisher and media agency. We own a group of hyperlocal cultural and lifestyle media platforms that showcase the best that Greater Manchester has to offer.

The successful candidate will be tasked with working across the group as a whole and exploring local and national opportunities for the growing platforms, with 2 million followers across the North West.

Working in Digital & Partnership Sales, candidates should be aware of emerging new business opportunities across the city and the UK. The aim is to obtain new clients, build and maintain relationships and essentially drive revenue. Candidates, should have charisma, drive and be extremely personable. A good knowledge of advertising, marketing, social and media platforms is also highly favourable.

**Responsibilities & Tasks:**

Establish and grow client relationships across all lifestyle industry verticals (food, drink, arts, culture, music and events).

Accurately manage sales pipeline.

Achieve revenue goals on a quarterly basis.

Seek out and develop relationships with clients and agencies and sell through our portfolio of social and media platforms.

Ability to produce creative proposal decks.

Flexible to attend and network at evening and weekend events.

**Requirements:**

Must have at least 1 year media sales experience.

Excellent writing and communication skills.

Ability to problem solve and create creative campaigns.

Confidence in pitching to potential new clients.

Comfortable working to targets.

Ability to thrive in a fast-paced environment and work proactively with a dedicated attitude and use initiative.

An existing address book of potential new clients is favourable.

Experience working with Media Buyers is favourable.

**To Apply:** email your CV with a cover letter to [careers@manchestersfinest.com](mailto:careers@manchestersfinest.com)

**Application Deadline: Monday 25th April 2022**