



Account Manager

At Admedia we believe our PERSONALITY is key to our success.

We are Energetic, Straightforward, Collaborative, Inquisitive and Knowledgeable; and achieve exceptional results through demonstrating these qualities in everything we do.

If you share our values and want to be a part of a successful, dynamic and creative business then we want to hear from you.

Company Profile

Admedia is a leading Out-of-Home (OOH) media owner managing washroom panels and 6 sheets across a variety of environments. Having traded for 13 years the business is fully integrated within the OOH communication process and deals with clients, main media agencies and OOH specialist agencies. We are perceived as the market leaders in our sector. We have ambitious, yet realistic, plans for the future and are bucking the 'credit crunch' trend by being incredibly positive about the coming year and beyond. The sales team has recently restructured creating a vacancy for an Account Manager.

Job Profile

The Account Manager will work within a team responsible for selling Admedia products to clients, agencies and outdoor specialists.

The AM will have responsibility for a roster of clients and agencies within this team.

The main focus of the role will be the proactive development of a client base from within this group of agencies. All levels of seniority should be engaging with Admedia and the AM will be expected to confidently sell up to director level.

In line with 2010 business plans the AM will have revenue targets to achieve and will also be involved in developing key client sectors for future activity.

The AM will sell all our products in all our environments and be expected to quickly become an Admedia expert on existing and any new formats.

The AM will be expected to share knowledge with the team so to help promote best practice at all times.

In certain environments the boundaries of our capabilities are only set by the imagination of our salespeople. The AM will actively contribute to the developing creative mindset within Admedia, and will have the opportunity to work closely with our Creative department.

Candidate Profile

Our priority is to find a determined client focused salesperson. Though previous OOH experience is desirable it is not essential.

The candidate must be driven enough to overcome the obstacles associated with our portfolio but experienced enough to understand and manage the multi layered relationships that occur within OOH planning and buying.

Candidates should be revenue focused but enjoy the creative process of developing a media strategy and proposal that lead to a sale.

We are a relatively small team so the ability to share skills, information and when necessary workload, are key. The AM will be expected to become conversant with all our internal systems in order to effectively manage bookings.

The AM will be responsible for ensuring that leads are not only being uncovered but also developed.

The AM should understand the broad agency planning function and where OOH fits within this.

Last edited June 2010