



Business Development Manager

The Role

Reporting directly to the Head of Global Sales, you'll be part of a growing UK team. Your primary responsibility will be to identify new client opportunities and drive revenue growth through custom client solutions as they relate to Contagious' full range of product and service offerings. These are the award-winning *Contagious Magazine*, online intelligence tool Contagious I/O, and consultancy service Contagious Insider. Primary targets will be a range (big and small) of leading agencies (advertising, digital, media, PR) and senior marketing executives within leading brands across UK & Europe.

Candidate Description

This is an excellent opportunity for someone who is tenacious, strategic, self-motivated with a thorough knowledge and understanding of the marketing and advertising industry. You are hungry for success and want to be accountable, and are excited by your success and helping the company to grow. You will have previous experience of providing intelligent solutions for clients within the marketing/advertising industry with demonstrable ability of influencing senior figures, up to C level.

Key Duties and Responsibilities

- Build a robust pipeline by proactively sourcing leads, prospecting, pitching and closing opportunities with senior level marketing and advertising executives in order to meet established monthly and annual goals.
- Regular calls and meetings with clients to present Contagious' roster of products and services.
- Work closely with the Head of Global Sales on broader sales initiatives, plans and marketing campaigns

Skills, Experience and Attributes

- 3-4 years of proven experience in direct sales (especially media/business intelligence) and/or agency experience
- Strong negotiation skills and ability to close accounts

CONTAGIOUS

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- Demonstrate a knowledge of the agency and/or marketing landscape
- Ability and comfort level with presenting in front of people (Director level to CMOs and CEOs) with energy, confidence and eloquence
- Excellent communication skills on the phone and in person. Strong writing skills
- A collaborative player that shares information and supports the team
- A tenacity for prospecting
- Proficient with CRM systems, MS Word, Excel, PowerPoint and Keynote

How to Apply

To apply, please send your CV along with a covering letter to our head of global sales, Adam Freeman, at adam@contagious.com. Apply no later than 31 May 2016.

About Contagious

Contagious equips companies across the globe to achieve the top 1% of marketing creativity. We analyse the business shifts occurring at the intersection of marketing communications, consumer culture and emerging technologies, and use our insights to make brands braver. With offices in London, New York, Singapore, Sao Paulo and Portland, Contagious publishes the award-winning *Contagious Magazine* every quarter, operates the Contagious I/O intelligence tool, offers a dedicated consultancy and advisory service called Contagious Insider and hosts live events across the globe. Learn more at contagious.com.

Contagious clients include a range of forward-thinking agency and brand marketers including Intel, Mondelez International, Nike, J. Walter Thompson, McCann Worldgroup, Razorfish and many more.

Salary: Base plus commission on all closed accounts

Status: Full-time, Permanent

Location: London, UK

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