**Venue Account Manager**

Established in 2001, Gold Key Media has grown to be the world’s largest distributor of newspapers and magazines for hotels, offices and a wide variety of venues. We create bespoke magazine distribution solutions to reach target audiences.  Our targeted approach to magazine distribution helps to boost circulation whilst delivering publications to the right audience at the right time. We represent over 300 international publishers, distributing over 60 million newspaper and magazine copies per annum across a complete range of international venues and global events.

Gold Key Media is part of the Frontline Group - the leading Magazine Distributor in the UK who continue to innovate the supply chain.

We are currently recruiting for Venue Account Manager. This exciting opportunity is offered as a permanent, full time position.

Based in Oxford Circus in central London with a competitive salary and bonus structure, our Venue Account Manager will be responsible for managing and growing a portfolio of accounts from the hospitality sector. Serving as the primary point of contact for their accounts, the AM is responsible for developing and maintaining relationships within their portfolio. Plus identifying new revenue opportunities throughout existing accounts as well as new business.

New business development is an important part of the role – finding and securing new accounts, whilst increasing commercial value from the existing venue account to achieve both their own individual targets as well as those of the company.

The candidate must be a proactive professional with the ability to identifying new revenue opportunities. excellent time management skills, attention to detail and the ability to work well under pressure within a fast-paced environment

This fantastic position would suit someone with proven Sales/ Account Management experience.

The ideal applicant will be able to demonstrate the following skills and qualities:

• Proven Sales/Account Management experience

• Rapport Building • Organised

• Time Management • Innovative

• Communication • Multi-tasker

• Forward thinking • Entrepreneur

• Networking Ability • Sales/results driven

• Assertive • Passionate

• Product and Market Knowledge • Enthusiastic

• Attention to detail • Strategic Prospecting Skills

If you feel you want to work in a dynamic and exciting environment please send your CV along with a covering letter **to;** <https://app.smartrecruitonline.com/p/job/Venue-Account-Manager-13559>

**The deadline for applications is 4th November 2019**