

WE'RE HIRING!

FIELD SALES MANAGER HEART NORTH WALES

OUR VISION

We are radio people who make a difference

YOUR MISSION

To manage and inspire a team of sales people, forming great relationships with our key clients and helping them to engage with our listeners at Heart North Wales. You'll deliver the best results for our clients and great radio for our audience. You'll retain and grow a number of key clients and always be the role model for your team. You'll also:

- Wow our big spenders with bespoke marketing solutions and be an excellent closer, negotiating competitive deals to maximise long term customer service
- Be responsible for seeking out new business opportunities
- Manage customer relations, ensuring we listen to what our clients have to say and have the courage to challenge the boundaries of what they want
- Deliver inspirational presentations and maximise the multi-media platforms we have at our disposal when creating solutions for clients
- Manage and support your team from the very first stages of joining right through to monitoring performance and holding development reviews

YOUR EXPERIENCE

You will need to be smart, bold and engaging and be able to display our company values in the work you do; Bravery, Integrity and Passion. You should be as passionate about working in radio as we are and have sales experience, preferably in media.

- You'll be a natural leader & coach to your sales team
- You'll have strong relationships in the industry
- Plenty of drive & enthusiasm? You'll need it!
- Excellent time management skills are a must!
- You'll be brilliant at forecasting

YOUR PACKAGE

- Monday to Friday 0900 – 1730
- Salary is based on experience with commission (lots of it if you're good!)
- 25 days holiday
- Company car and mobile phone

YOUR LOCATION

You will be based at Heart North Wales in Wrexham

YOUR TEAM

You will report to the Commercial Director

To apply, please email your CV, cover letter to people@communicorpuk.com

FIND KEEP GROW

COMMUNICORPUK