

Media Sales Manager (Consumer/Agency)
Based: London (international travel required)
Reporting to Commercial Director

Job Purpose

To identify, develop and secure new advertisers across Frieze's portfolio of publishing titles and digital platforms, with a specific focus on consumer brands.

Profile:

Frieze is seeking a media sales representative to work across print, digital and creative solutions, with a specific focus on consumer brands. Proven sales experience is essential and the candidate should have strong media agency relationships. The manager will need to be highly motivated with exceptional communication skills and used to working independently on a diverse range of tasks. International travel will be required. The ideal candidate would have an interest in contemporary art.

Duties and responsibilities:

- Develop advertising sales across the following products *frieze*, *frieze.com*, *Frieze Week*, *Frieze Masters*, *On View*
- Develop sales for Zapote Productions, frieze's production agency
- Establish strong relationships with media agencies
- Organizing and hosting client and agency focused events in London and elsewhere
- Contribute to social media channels and advise on marketing and distribution requirements in the region
- Manage invoicing and invoice payments-in liaison with the finance team. Chasing outstanding invoices and checking prepays
- Attend and prepare for regular advertising and editorial team meetings
- Work with Publisher, Commercial Director, Brand Strategist and Editorial team on strategy for frieze
- Carry out any other assignments as required

Key Stakeholders

- External – Agencies, Brands
- Internal – Publishing, Finance, Marketing

Required Experience

- A proven track record of success in sales
- Creative thinker, able to evolve concepts and propositions
- Strong presentation and communication skills
- An interest in art and culture

Skills & competencies:

- Sales/partnerships
- Creativity/innovation
- Proactivity
- Communication
- Management
- Teamwork
- Strategic thinking/visioning
- Efficiency
- Organisation and planning
- Flexibility/adaptability

Salary & Benefits Details upon application

Application: To apply for this position please send a CV and covering letter to jobs@frieze.com with “Media Sales Manger ” in the subject line. Deadline: January 19th 2018.