**Venue Account Manager**

The Frontline Group’s talented people are what make us the successful business we are, at the forefront of driving innovation within a fast paced and dynamic industry.

**The magazine supply chain is complex and the Frontline Group ensures that the biggest brands in the magazine market reach retail shelves in the right quantity and at the right time.**

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 accounts 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 at least 1 years Sales/ Account Management experience.

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

• At least 1 years Sales/Account Management experience

• Rapport Building

• Time Management

• Multi – tasker

• Forward thinking/ Innovative

• Sales/results driven

• Forward thinking/ Innovative

• Passionate

• Networking Ability

• Assertive

• Product and Market Knowledge

• Attention to detail and highly organised

• 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://beta.smartrecruitonline.com/p/job/Venue-Account-Manager-12006>

**The deadline for applications is 19th July 2019**