

## Head of Publisher & Brand Services

Are you ready to step into the next challenge of your career? We're looking for someone who is motivated by financial targets and can thrive in a challenging and rewarding creative environment; showing initiative and determination to manage a close-knit team, plus multiple clients and accounts with differing budgets and business aims.

Gold Key Media are a specialist audience engagement agency, adding value and driving revenue by effectively engaging target audiences for our clients in innovative and exciting ways, either via our existing well established distribution channels, or by developing new and exciting opportunities for placement and marketing. We represent over 300 international publishers and non-publishing brands including Hearst, Conde Nast, Tony's Chocolonely Financial Times, Bentley, Marc Jacobs and Givenchy; managing bespoke campaigns to match their strategic requirements.

You will report to the Deputy MD; managing and directing a team of account managers to meet sales revenue targets. You will also have your own direct responsibility for account managing some of our key accounts, promoting the range of Gold Key Media services and constantly identifying new revenue opportunities for the Publisher Brand team and their clients.

This is a hybrid role, with home and office working, with regular face to face client meetings and you will be required to attend industry/client networking events, which may include events out of hours or overseas.

This role would suit an organized, creative, proactive, hardworking and confident individual, with a solution focused mindset, with the ability to prioritise in a fast-paced environment.

You will need to be self-motivated, driven, and determined to be able to grow your own client portfolio base, and support the team to meet the future demands of the business. Excellent relationship building skills are essential for this role - for clients, suppliers and internal stake holders.

### Benefits

At the Frontline Group, we offer great development opportunities, enhanced family friendly leave and a range of salary sacrifice flexible benefits which you can select based on your lifestyle; benefit options include private medical insurance, holiday purchase and a tech scheme, to name a few. On top of that, we also offer:

- 25 days holiday plus bank holidays (pro rata)
- Contributory pension scheme
- Life assurance and income protection
- Executive coaching and mentoring available to all
- Everyone has access to our EPIC approach to talent development
- Informal hybrid working
- 2 paid volunteering days per annum
- Additional discretionary day and loyalty schemes
- Confidential Employee Assistance Programme



## About us

The Frontline Group is made up of Frontline, Seymour, Gold Key Media and Routes to Retail. We're the UK's leading retail sales, marketing and distribution company working predominantly in the exciting and diverse areas of publishing and home entertainment.

Our key clients include publishers of iconic magazine brands such as Radio Times, Good Housekeeping, TV Choice, Heat, Top Gear, Grazia, Vogue, Slimming World, Cosmopolitan, Empire, National Geographic and 100's more. We also work with major film studios managing their DVD presence within the grocery retail channel and are growing our reach in categories such as books and music with further category expansions on the horizon.

As a Distributor we work closely with UK and International retailers, wholesale, International Distributors and other parts of the supply chain to ensure our client's sales, retail marketing and distribution objectives are met. Through our brand targeting and audience engagement agency Gold Key Media we develop sampling and marketing solutions, and we manage brand placement activities in the events, travel and hospitality sectors across the world.

The Frontline Group is owned by two of the world's leading publishing companies, Bauer Media and Immediate Media Company (Hubert Burda Media). This will provide opportunities to grow your career across a number of different businesses and functions including brand marketing, sales, analytics, insight, finance, IT services, supply chain and publishing. We strongly believe in developing our own people and have a great track record of supporting and coaching our colleagues, who have then gone on to grow their career within our business.

Our teams are made up of the most talented and widely respected people in our industry and are seen as the experts in their fields. At the Frontline Group we celebrate our differences and ensure everyone feels welcome, trusted and valued for being their authentic selves.

## Bring 'You' to the interview

Diversity and inclusion are at the heart of everything we do, we are also a registered Disability Confident Committed Employer. We want to make sure that our selection processes are transparent and fair, providing a level playing field for anyone who wants to come and work with us. Therefore, if you require any adjustments to the interview process, please feel free to get in touch with Leena Samra (at [Leena.Samra@flgroup.co.uk](mailto:Leena.Samra@flgroup.co.uk)) who will be happy to discuss your needs in complete confidence.

All our roles offer a hybrid working option, combining in-office and remote/home working. Want to see what our People say about working for us? Head on over to our website <https://frontlinedistribution.co.uk/work-with-us/> to find out more.

If you feel you want to work in a dynamic and exciting environment, please upload your CV along with a covering letter [here](#)

**The deadline for applications is 9<sup>th</sup> April 2024.**

  
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