

ROLE: Junior Sales Lead  
DEPARTMENT: Commercial  
LOCATION: Folkestone, Kent

DESCRIPTION:

Package: Up to £25,000 DOE + Benefits

Sleeping Giant Media is looking for someone to join this ever-growing team of digital marketing GIANTS. If you're a passionate self-starter who's got a history of bringing in new business within a digital marketing SME, we want to hear from you.

The Commercial Team is a hard working and enthusiastic mix of people, all eager to bring the best solutions to new and existing clients, as well as our partners in other agencies. You'll be supported by the Senior Commercial Manager, and be welcomed into a team-focused department, reliant on high levels of drive and some just really terrible jokes (and a love for Deadpool).

We would like a self-sufficient team player who is energised and willing to grow as the company does, bringing in engaged businesses alongside current customers and always looking to exceed targets set. An understanding of the digital marketing industry is a must for this role, and preference will be given to those who have been in a sales role within this industry in an SME, as we're looking to get you up and running as soon as possible - an overview of our specific services will be provided.

This is a new business role suited to a hunter mentality. You'll be responsible for adding to our client network, prospecting new leads through various means, qualifying them, helping to match our services against potential clients' needs, following the sales process from introduction through to after sales support. We're not in for the hard-sell, we're after someone who will provide solutions to businesses and individuals in a consultative manner.

The company itself celebrated its 10 Year Anniversary in 2018, and part of that success is through our values - we all have to wear CAPES. That is, we have to be a great Communicator, Accountable, Positive, Effective, and Self-Aware. To celebrate our Giant heroes, we make sure everyone is well taken care of. Our Giants can expect a healthcare cashplan, shopping rewards and discounts, unlimited holiday, and a fair bit more. We want to make our Giants more than just a namesake, so will recognise achievements not only through these benefits, but through serious opportunities for learning and progression. What are you waiting for?

REQUIREMENTS

- Excellent interpersonal skills
- Excellent attention to detail
- Excellent communication skills
- Confidence on the phone, email, networking, and over other digital mediums
- Both written and spoken English to a high standard
- An excellent grasp of mathematics and basic statistics
- An aptitude for online
- A keen ability to problem solve and find solutions
- Prioritisation, time and workload management
- Evidenced passion for working in the digital marketing industry essential
- Informal or formal qualifications preferred, but not necessary

BENEFITS:

- Up to £25,000 DOE
- Ball pit
- Bar
- Drinks & Snacks
- Gaming consoles
- Pool Table
- Ping Pong Table
- Healthcare Cash Plan
- Discounts and Shopping Rewards
- 4 x Weekly Training, conferences, external training
- Monthly Team Lunches
- Social days & nights out
- Unlimited Holiday

If you need us to make any reasonable adjustments for the interview process, just let us know.