



## Awards\_Sales Executive

**Reports to:** Senior Campaign Marketing [Manager](#) / Sales Manager

**Location:** London (Shoreditch)

**Hours:** 8 hours per day (will vary depending on assigned region)

**Job Objectives:** To drive entries revenue within designated territories through telesales calling to promote and communicate benefits of entering D&AD's 2016 Awards programme and inspire them to enter. To research award-winning talent and exceptional work from the design, advertising and digital industries.

### Key responsibilities

- **Data Validation** (July/September) - Clean all current data from the designated region, using CRM system Salesforce to ensure contact details are up to date and accurate.
- **Research** (August/September) - Conduct research project by region / territory to identify award-winning talent and exceptional work from the design, advertising & digital industry. This will be achieved through online industry press and other award shows. You will populate the database of valid contact details ready for telesales calling.
- **Drive new business entries revenue** (October – March 2016) within designated territory through telesales calling to new target audience. You will be required to make 50 telesales calls per day to list of contacts on CRM database, which you will be familiar with. Develop rapport with your target audience and encourage them to enter.
- **Account manage** – (September – March 2016) be point of contact for regular entrants, promoting the D&AD brand and communicating the benefits of re entering.

### Skills/experience

- Fluent in one or more of the following languages: (Brazilian) Portuguese, French, German, Hindi, Danish, Spanish, Swedish and Mandarin
- Speak and write English fluently
- Passionate about the creative, design and digital industries and awareness of the agencies and studios within the advertising, design, digital and production worlds
- Confident and friendly telephone manner
- Good customer service skills
- Strong communication skills: objection handling and solving customer problems
- Results driven and highly motivated

- Experience communicating with international audiences, using cultural sensitivity
- Experience working in an office environment
- Computer literate with experience of data input
- Excellent Internet research skills
- Solid IT skills and some previous database experience
- Proven ability to work under pressure and to tight deadlines with close attention to detail
- Self-motivated to meet daily, weekly and monthly targets

In order to comply with the Prevention of Illegal Working, Immigration, Asylum and Nationality Act, you will need to provide appropriate documentation that proves that you are eligible to work in the UK.

D&AD is committed to a policy of Equal Opportunity and Diversity. It is our commitment that no member of staff or job applicant will be treated less favourably on the grounds of their sex, marital or parental status, race, colour, nationality, religion, belief, disability, age, sexual orientation or gender reassignment.