

Durnell Marketing Ltd is a dynamic European Sales and Marketing Agency serving the UK and international book publishing industry.

We are seeking a Business Sales and Marketing Executive to help us develop our sales opportunities and support the general sales effort of the team. The candidate will mainly focus on increasing sales of business books and textbook adoptions in Europe via online academic calling and marketing material creation, along with support on data management and academic/trade physical sales for two to three specific territories. The employee will report to all three directors, depending on tasks and territories. They will be working on the products of our extensive range of brilliant independent publishers, as shown here: <https://www.durnell.co.uk/publishers>,

This role will require:

A high level of autonomy

- A good understanding of data management
- 2 years' experience in the Publishing Industry
- Understanding of the Business books and Textbook market
- Good computer literacy
- User level graphic design/packaging skills
- At least one foreign European language at an intermediate level
- Willingness to travel to major book fairs and a couple of territories - 6 to 8 weeks per year when the situation will allow it
- Ability to start remote working due to the Covid-19 pandemic. Remote working will continue to be a possibility after the situation improves assuming productivity is proven.

Conditions:

- Starting salary £23,000 - £26,000+ depending on experience
- 20 days annual leave + public holidays
- Laptop provided
- Yearly bonus on company from the calendar year following the employee's beginning + commission on written orders on sales trips
- Applications from Europe-based, non-UK residents are welcome

Training will be provided as needed, along with day-to-day feedback and regular reviews. The employee's performance will be measured on target achievement, progress in sales, and quality of sales support provided to the rest of the team.

Please send your CV and cover letter including your current notice period to James Dunphy - james@durnell.co.uk