



Data-driven insights

JOB DESCRIPTION

Client Services Executive – Brand IQ/Ammo

Ebiquity PLC is the leading provider of global media intelligence and information. Headquartered in London and with offices in New York, Singapore, Stockholm and Sydney amongst others we work with the majority of FTSE 100 and Fortune 500 companies.

We are looking for a driven and ambitious Client Services Executive to join our AMMO/Brand IQ team in London. AMMO is an online media and marketing new business & insight tool used by marketing professionals across the country.

Brand IQ is an online directory of the UK's largest media spenders used by marketing services agencies to help them win new business. Together these services create a powerful suite of systems for the media industry.

Key Duties:

- Negotiating and closing contracts and delivering customer value
- Managing/developing client relationships with existing and new customers
- Providing on-site support and telephone support to customers
- Contributing to product development and service development initiatives
- Maximising our services use, value and revenue potential with clients

Your customer service skills will be second to none, and you will demonstrate a proven ability to build and maintain relationships that lead to increased business. You will be demonstrating our services to sales, marketing teams and clients often in boardroom situations. You will be developing, negotiating and closing contracts. A proven sales record is therefore a must have.

Applicants will be required to demonstrate the following:

- A good education background
- Excellent verbal and written communications skills
- Good presentation skills, and the ability to create enthusiasm in others
- Confident, professional manner
- Organised, analytical and self-starting
- Ability to work alone or as a team member
- Good skills in key office software – including MS Office
- Experience of selling in to marketing or media services based clients, preferable

To apply please send a full C.V. including salary expectation in the first instance to Guy Walkinshaw at AMMO/Brand IQ, 45, Fouberts Place, London, W1F 7QH .