

BUSINESS DEVELOPMENT / SALES EXECUTIVE – (MOBILE MARKETING)

TimeOne – Mobile, The Mobile Marketing Division of TimeOne Group, is actively looking for a BUSINESS DEVELOPMENT / SALES EXECUTIVE.

TimeOne – Mobile helps Brands to create mobile media plans covering the entire conversion funnel: Branding, Prospection (2nd screen campaigns, TV / Web synchro), Performance (CPI, CPL) & Display CRM, etc

JOB DESCRIPTION:

TimeOne - Mobile is offering a position as a Business Development / Sales Executive. This is an Opportunity to join an innovative marketing services group based in Farringdon. With full product training on offer, expect to utilise your sales experience in media / marketing / programmatic or advertising to drive new business opportunities.

Helping advertisers boost client acquisitions across the web and mobile, this global performance marketing company provides an innovative platform that manages engagement and loyalty strategies. Currently enjoying rapid global expansion they are now seeking a New Business Development Manager / Sales Executive to join their small passionate team.

Joining as a Business Development Manager / Sales Executive you will liaise closely with the Country Manager to build partnerships and win great new accounts within existing and new markets. Working at the forefront of the business it will be your responsibility to identify and engage new prospects; attend client meetings; close and negotiate deals; identify growth opportunities; pitch services and much more.

PROFILE:

You could be a New Business Development Manager / Sales Executive / Sales Manager / New Business Manager. Your CV needs to demonstrate:

- A proven track record of success in a sales or business development role ideally within an agency / media / advertising / programmatic environment;
- You are confident to attend / lead client meetings;
- Excellent communication skills (written and oral);
- Strong interpersonal and organisational skills.



PROFILE:

- Ability to work hands on in a start-up environment
- Ability to work under pressure and to meet deadlines
- Can show initiative, drive and enthusiasm
- Excellent presentation and negotiating skill
- Excellent numeric and analytical skills and capacity to turn insight into actions
- Fluent in English. Second language a plus

WHAT TIMEONE OFFER:

- Evolve into a human-sized and growing Digital company
- Extensive training and professional development
- Be part of a common project where our employees are predominant
- Free wine, beers and juices on Friday

SALARY:

Based on experience and profile. The position is located in our London office.

AVAILABILITY:

ASAP.

Please send you CV + Cover letter at: hr-uk@timeonegroup.com

ABOUT TIMEONE MOBILE

TimeOne Mobile — the division dedicated to Mobile Marketing— helps advertisers to create mobile media plans covering the entire conversion funnel: Branding, Prospection (2nd screen campaigns, TV / Web synchro), Performance (CPI, CPL) & Display CRM, etc.

More about **TimeOne** Mobile: WWW.MOBILE.TIMEONEGROUP.COM

ABOUT TIMEONE

Born from the merger of Public-Idées and Place des Leads in 2016, **TimeOne** is an innovative marketing services group with over 10 years' experience. The group's activities are organized around three domains: Content - Data - Technology. By adding expertise in content creation, machine learning, prescriptive marketing, performance marketing and activation in real time, **TimeOne** gives to the media a new added value.

With experts in 6 Business Units, **TimeOne** covers all online marketing solutions: Performance, Mobile, Market Place, Native, and Programmatic Publishing. The company operates in 15 countries and has offices in France, UK, Spain, Italy, South Africa and South America.

More about **TimeOne**: [HTTP://WWW.TIMEONEGROUP.COM/](http://WWW.TIMEONEGROUP.COM/)

