

# Enterprise Account Director- NorthAm (m/f/d)

Location: UK, US

## About us

B2B Media Group is one of the leading B2B data providers in Europe. With over 80 employees at 6 locations in Germany, England and Bulgaria, we help hundreds of B2B companies achieve their marketing and sales goals. Industrial and IT corporations as well as hundreds of medium-sized companies and media agencies rely on our technology and unique B2B data.

**Our Mission:** Fuel the marketing of any B2B company with our unique audiences and insights.

## We require the below from you

- You will have 10 years or more relevant demand generation/marketing solutions sales experience – ideally working with clients direct
- You will have worked at a leading data or demand generation solutions provider covering the EMEA marketplace
- You will have an active /current set of client relationships in-market and be a respected source of information/advisor to these customers, with a consultative sales style
- You will be comfortable researching, developing and closing new business using a range of sources
- You will be a self-starter, comfortable in a hunter and market building growth role
- You will have a mature attitude & be able to work collaboratively when required with media agency sales teams and your colleagues

## Roles & responsibilities

Your day to day will vary, however the main constant will be you will be happy hunting for new marketing clients and contacts, using your networking skills and opening conversations with clients directly - introducing our solutions and building relationships. Outbound prospecting and messaging will be something you enjoy

## What we offer

- Flexible working (work from home / hybrid - you will only need to come into the office when your manager request you to)
- Stunning office in southwark with a complementary kitchen stocked with drinks and snacks to help yourself to
- Competitive salary and generous commission schemes
- Full private health, mental health, dental, audiological & vision insurance through vitality
- Discounted gym membership
- Pension
- Generous holiday entitlement
- Sick leave and an additional credit of 5 days per year that you can use if you or your child are sick for one day
- Extended maternity / paternity leave
- Internal promotions

- In house recruitment bonus; you can recommend someone for a vacancy and if they pass the probation period and become a permanent employee you will receive a bonus

**Please send**

- Your CV
- Brief information on availability
- Your salary expectations

[greatthings@b2bmg.com](mailto:greatthings@b2bmg.com)