



Sales Executive (EMEA), Digital Theatre Plus

www.digitaltheatreplus.com

Company: Digital Theatre Plus
Salary: Competitive + uncapped commission
Location: London, England
Position: Full time

Overview (Digital Theatre and Digital Theatre Plus)

Digital Theatre works in partnership with Britain's leading theatre companies to film live theatre performance and make it available online. Using multiple camera angles and high-definition technology, we bring the drama and the emotion of each production to a global audience.

Digital Theatre Plus is our service for educational establishments worldwide. In addition to the filmed productions, we capture additional interviews with actors and theatre professionals and create exciting teaching materials, which can be purchased via subscription. We endeavour to make the best of British theatre and current theatre practice available to a diverse global educational audience from British drama schools to American universities with users in over 22 countries across the globe.

Through Digital Theatre Plus, over 950,000 students from around the world have access to the best of British theatre, and a virtual seat in the most acclaimed contemporary British theatres.

It's an exciting time for Digital Theatre Plus. We have gone from strength to strength over the past 12 months with exciting and innovative new content, a rapid growth in sales and the launch of key new partnerships with world-renowned companies like Pearson.

Digital Theatre is also about to screen our newest production into 1,000 cinemas around the world which will raise the company's profile exponentially.

Now is the time to join the team!

The Role

We are looking for a proven sales professional, ideally with experience in the education or arts industry, to sell subscriptions to schools, colleges and universities in Europe, the Middle East and Africa - with an initial and primary focus on the UK. This role will also manage and grow secondary school sales in the UK through a sales agency.

After a subscription sale, you will be responsible for ensuring the new client has a great experience with Digital Theatre Plus, and that they wish to re-subscribe the following year.

Passionate about education, and with a keen interest in the arts, you will play an important role interacting with clients and potential customers as well as helping us shape the future of Digital Theatre Plus.

Enthusiastic about an uncapped commission, the Sales Executive (EMEA) will join the growing Digital Theatre Plus sales team; reporting to the Commercial Manager and working alongside the Sales Executive (Americas/Asia-Pacific).

Duties and responsibilities include:

- Selling Digital Theatre Plus subscriptions to EMEA schools, colleges and universities.
- Liaising with and managing the Digital Theatre Plus UK sales partners
- Developing existing relationships from our current database, and sourcing new leads from other websites, directories and education listings and databases.
- Working with the Commercial Manager to develop a timely and strategic sales plan for the EMEA education market.
- Monitoring and assisting with invoice generation and financial tracking systems in conjunction with the Chief Financial Officer.
- Enabling website access for subscribing institutions using the website's content management system.
- Contacting institutions to develop testimonials and gather feedback for product development.
- Monitoring sales trends including the financial implications of various costs of subscriptions.
- At times, utilising social media in conjunction with the marketing team to promote Digital Theatre Plus.

Ideal Candidate:

- Educated to degree level or equivalent.
- Proven ability to sell on the telephone.
- Excellent written communication.
- Good time management skills and ability to work to and exceed set sales targets.
- Ability to develop plans, follow them through, and learn from them.
- Strong understanding of the UK education market - from the curriculum to decision making processes within institutions.
- Awareness and understanding of education systems in EMEA countries.
- Highly organised with an understanding for the importance of detail.
- Proven ability to follow processes and improve them where possible.
- Demonstrable interest in the arts, culture and theatre in particular.
- Ability to identify and evaluate sales leads and prospects.
- Ability to manage own workload efficiently and effectively.
- Working knowledge of software programmes such as Microsoft Office and other related products to effect sales.
- Spoken and written fluency in one other European language, preferably Spanish or French.

Application instructions

To apply, please send a cover letter and CV to recruitment@digitaltheatre.com.

Application deadline: 18 September 2013.

NO AGENCIES PLEASE.

Please visit our websites at www.digitaltheatre.com and www.digitaltheatreplus.com