

HEAD OF PUBLISHER SALES

GRV Media is a high-growth, multi-platform new media company with a 20 year successful track record and 120 staff and content providers. Our own and partner sites achieved 420m page views in the first quarter, from 173m users.

PROP, our Publisher Revenue Optimisation Programme, provides Publishers with an end-to-end solution covering Website Ad Monetization & Optimization, Page Speed & Performance Optimization, User Consent Compliance (GDPR & CCPA), Malvertising Protection and Unified Reporting. Our products are always evolving, helping Publishers adapt to rapidly changing market demands. We put our Publishers first and treat them as partners.

We're looking for a highly-motivated Publisher seller to join our team. In this role you will focus on the acquisition and growth of new and existing Publisher accounts globally.

You will be expected to join with key publisher relationships already developed and the role requires the management of those relationships and development ones. You will be tasked with developing and executing new account prospecting and expansion strategies.

You are an ambitious, self-starter who likes to collaborate with internal and external contacts and teams to progress deals through the sales cycle.

GRV Media is a UK based, remote company and applicants are asked to apply only if they have a right to work in the UK, are prepared to work remotely and enjoy doing so.

Main areas of responsibility:

- Strategically grow IAS revenue through prospecting and signing of new Publisher accounts
- Identify each publisher's challenges, adapt proposals to suit their requirements and clearly communicate the benefits to their business of partnering with GRV Media.
- Constantly build an organised and consistent pipeline of prospects, providing accurate insights to management
- Partner closely with the Customer Success, Technical Service, Marketing and Product Management teams to maintain a high-level of understanding regarding the digital advertising landscape, the needs of our target market and the distinct value delivered by the PROP product offerings

Key skills:

- Proven experience of digital media/ad tech/martech selling to decision makers at Publishers and platforms
- Proven engagement and contacts across the industry, especially within the Publisher and Network market
- Solid understanding of the digital media and ad tech landscape
- Verifiable track record exceeding sales quotas on a quarterly basis
- Track record closing complex, multi-stage sales cycle opportunities
- Ability to track and communicate account progress
- Impeccable attention to detail
- Ability to work in a fast-paced, service-focused, team selling environment
- Excellent verbal and written communication skills

Benefits

- Taking the lead on interesting projects with interesting people
- A competitive salary depending on experience
- Discretionary bonus scheme
- Company Pension contribution
- A professional but friendly working environment.

Applying

Apply via email using the link below. Include your CV, a little bit about you, some examples of projects you've worked on, and why you'd like to work with us.

[Apply Here](#)

If we think you're a good fit we'll arrange a telephone call with you soon after that.

We are an equal opportunity employer.

Seniority Level

Senior level

Employment Type

Full-time

Industry

Online Media, Publishing, Marketing & Advertising

Job Functions

Sales