

Omnibus Sales Manager - NYC

Department: Omnibus
Location: 111 West 24th Street, Manhattan, New York
Reports To: Head of Omnibus
Hours: Full Time (37.5hrs)

Overall Objective

- To develop a portfolio of new clients and new business from existing clients
- To manage the existing client base and key client relationships
- To support the Head of Department in all new business and marketing initiatives

Key Responsibilities

- Sales and promotion
 - To agree targets, both financial and structural (i.e. organisation specific), with the Department Head and deliver on these targets
 - To sell and promote Omnibus products to new clients
- Client liaison
 - To advise and direct on aspects of client/collaborator liaison where applicable and take the lead in solving potentially problematic situations
 - To advise and build positive relationships with clients on new projects
 - To network effectively with potential clients through various means of opportunities
- Subject knowledge
 - To advise others on commercial/policy subject issues and how they can potentially affect research design and the client's business
 - To react to and work with the Head on issues in the sector(s) which present YouGov with new business opportunities
- Presentation and report writing
 - To oversee, prepare and deliver presentations of our work, which provide clients with the insight and data which they require
- To protect YouGov in all client relationships and act with integrity at all times.
- To operate with a strong commercial awareness in order to minimise exposure and ensure quality business is generated and retained.

Skills required

- Strong business and commercial acumen
- Good presentation skills both written and oral
- Excellent interpersonal skills
- Strong initiative, negotiation and influencing skills
- Problem solving, analytical and numerical skills
- Proactive account management and sales focus
- Ability to self-organise and self-manage to achieve business development targets
- Good client focus and handling skills

Personal attributes

- Self-discipline
- Self motivation
- Positive attitude
- Excellent organisational skills
- Professional attitude

Experience required

- Targeting and management of potential clients with a professional services offer (ideally research based)
- Excellent track record of sales performance
- Research experience is desired but not essential

Education and qualifications

- Educated up to at least degree level from a good university
- Fluent written and spoken English

To apply please send your cover letter and CV to ray.martin@yougov.com