

## Senior Sales Executive

Department: SixthSense  
Location: 50 Featherstone Street, EC1Y 8RT, Central London  
Reports To: Head of Sales  
Hours: Full Time (37.5hrs)

### Overview

- YouGov is a provider of World leading research
- We are a fast growing business, developing ground breaking consumer research reports for a number of different sectors.
- We require tenacious, proactive business development executives that consistently achieve and over achieve targets to earn great financial rewards

### Key Responsibilities

- Closing B2B decision makers
- To work with the team to grow and maintain client relationships
- Managing a client pipeline
- To ensure personal targets are consistently achieved
- To work according to YouGov's policies and procedures
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### Experience required

- Experience in face to face sales or telephone based sales
- A proven background in sales and business development
- Previous experience working in a business to business environment
- Experienced in closing and engaging with individuals
- Ideally but not exclusively a background in market research sales, advertisement sales, recruitment, telecoms, information service or media and marketing sales

### Personal attributes

- Money Motivated and hungry for success
- Self-discipline
- Self motivation
- Positive attitude
- Excellent organisational and time management skills
- Tenacity – money motivated and hungry for success
- Professional attitude
- Ideally energetic, determined, confident and not easily dissuaded
- Results driven
- Possess good listening skills and communicate effectively with a wide range of audiences

### What we offer

- Attractive commission structure
- No cap on commissions
- Outstanding career progression

### Education and qualifications

- Ideally educated up to degree / HND level in a relevant subject
- Fluent written and spoken English
- 5+ years of B2B selling experience

This is not an exhaustive list, and you will be expected to be flexible in your approach to carrying out your duties, that may change from time to time to reflect changes in the Company's circumstances. This will include providing cover for colleagues as required. The Company therefore reserves the right to vary the job description in consultation with you.

All YouGov plc employees are expected to comply with the Company's policies, rules and procedures as outlined in the handbook, health and safety manual and all other publications.

Please send your CV and covering letter to [vacancies@yougov.com](mailto:vacancies@yougov.com)