

## Senior Account Manager, Response Global Media

### Overview

Response Global Media (RGM) is a fast-growing, independent media and events company, which has gone from start-up to 20 people and is hiring to further grow its business lines.

This is an exciting time to be joining a business as it moves into a major growth phase.

We operate in one of the most interesting, fastest growing areas in economics, focusing on responsible investment, ESG (environmental, social and corporate governance) and sustainable finance.

Our aim is to lead strategic, sustainable change in financial markets through thought-leadership, proprietary journalism, events and community building amongst business professionals.

The position will suit a highly motivated, well-organised, self-starter with the desire to be very hands-on in a company where you will play a key role in our strategic development and growth. You must have outstanding communication skills, an entrepreneurial spirit, enthusiasm, passion, attention to detail and a strong work ethic.

RGM comprises a growing portfolio of products, focused on responsible investment, ESG and sustainable finance, targeting institutional investors globally:

- RI Events: 15+ conferences, workshops and webinars in Europe, North America and Asia.
- Responsible-Investor.com: leading global newswire [www.responsible-investor.com](http://www.responsible-investor.com)
- ESG Magazine: dedicated quarterly journal [app.esg-magazine.com](http://app.esg-magazine.com)

Further publications and events launches are planned.

### The role:

Reporting to the Head of Sales, you will be responsible for selling sponsorships and advertising to an established portfolio of clients, maintaining existing relationships and levels of business with those clients while working with them to identify additional revenue streams. You will also work cooperatively with the sales team to develop new business opportunities with an eye to establishing new business relationships.

Based in our London office, you will be expected to travel to attend conferences and meet clients in Asia, Europe and North America dependent on the location of your own portfolio of clients – potentially 6-8 weeks travel per annum.

### We're looking for someone who can bring most or all of the following:

- Proven sales track record ideally within a publishing and/or events environment
- Understanding of financial markets and products, particularly investment management
- Excellent oral and written English communication skills
- Other languages, particularly Japanese, French, German and Spanish, would be advantageous but are not a requirement
- Confident, self-motivated, team player
- Highly organized / calm under pressure / problem solver
- Enthusiastic with a strong interest in sustainability
- Want to work in a business environment where people are passionate about what they do
- Proficient Microsoft Office etc

**Salary:** Competitive basic plus commission.

**Benefits:** UK pension auto-enrolment; 25 days holiday per annum; excellent working environment

Please send a copy of your CV and a covering letter to [andy@responsible-investor.com](mailto:andy@responsible-investor.com)