

Subscriptions Sales Executive, Response Global Media (RGM)

Overview

This is an exciting time to be joining a business as it moves into a major growth phase. RGM is a fast-growing, independent media company, which has gone from start-up to 16 people and is hiring to further grow its business lines. We operate in one of the most interesting, growing areas in economics and finance today, focusing on the impact of environmental, social and governance (ESG) issues on institutional investment by pension funds, charities, foundations, asset managers banks and many other institutions (eg climate change).

The position will suit a highly motivated, well-organised, self-starter with a keen interest in sustainability and a desire to be very hands-on in a company where you gain real career experience. You must have outstanding communication skills, be comfortable interacting with senior professionals, be personable and collegiate. An entrepreneurial spirit, enthusiasm, passion, attention to detail and hard work are a requirement!

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

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

Further launches are planned.

The role:

The successful candidate will join a sales team working directly with RGM's senior management. You will play an important role in developing sales by telephone, email, face-to-face, and by representing RGM at events in the UK and abroad.

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

Proven sales experience in a publishing company - subscriptions sales experience a distinct advantage

Excellent oral and written English communication skills

Authoritative and confident

Independent, self-motivated and also a team player

Calm under pressure

Problem solver

Highly organized

Enthusiastic

Understand financial markets

Prepared to travel within Europe, North America and Asia)

Want to work in a market where people are passionate about what they do

Think climate change is a reality, not a conspiracy theory!

Foreign languages (French / German / Japanese would be useful but not a requirement)

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 CV and covering letter to andy@responsible-investor.com