

**Full-time**

**Permanent**

**Middlesbrough**

**Salary DOE**

**Sales Executive**

**Tags: agency, digital, SEO PPC, Sales**

**Are you a natural born hustler with a passion for digital marketing and a drive to grow business? If so, we've got the perfect Sales Manager opportunity for you!**

We are one of the UK's fastest-growing digital marketing agencies, with offices based in Middlesbrough, Edinburgh and London. Outrank has recently been awarded the Great Place to work award for 2023/24. With a continually growing staff of over 30 dedicated Sales, SEO, PPC and Social Media Specialists, we are the biggest little online marketing agency around.

We are looking for a number of Sales Executives to join a small collaborative team who can help take the business to the next level. We are a fast paced, dynamic and innovative digital agency, looking for someone who embodies the same qualities.

### **Job Specification**

We are looking for an experienced and enthusiastic Sales Executive, who will be responsible for identifying and securing new business opportunities. You'll also be nurturing relationships with clients, and ensuring the growth and success of the agency. You'll need to be a strong communicator, with excellent interpersonal skills and the ability to build rapport with clients quickly. You'll also need to be a strategic thinker, with a keen eye for identifying market trends and opportunities for growth. And, most importantly, you'll need to be a true salesperson, with a passion for closing deals and a track record of success in business development.

Your experience will be from a previous marketing/digital agency. Or from a business that has been involved in selling PPC, SEO, websites or SaaS. Or even recruitment background if you've worked in tech – basically you need to understand digital technology from a sales perspective and close a deal.

### **So, what's in it for you?**

Well, we are a growing agency with big ambitions, looking for someone who wants to grow with them. You'll have the opportunity to work with some exciting brands and to make a real impact on the growth and success of our business.

You'll also be working in a fun and dynamic environment. With a team of passionate, creative and talented individuals. And, of course, you'll be well-compensated for your hard work and success. You'll get a competitive salary, benefits, and opportunities for advancement.

So, if you're a driven and ambitious Sales Executive with a passion for digital marketing, we want to hear from you!

## Desired skills

- A solid background in targeted sales
- Excellent customer service skills
- Excellent, persuasive verbal and written communication skills, both internally and in client-facing situations.
- A demonstrable knowledge of Digital Marketing, particularly SEO, and PPC
- A driven mind set and a love for hitting targets
- Ability to work independently as well as being able to work as a team
- Perseverance and flexibility to handle rejection and setbacks
- Ability to handle objections and answer customer queries

We can't wait to see what you can bring to the table.

## Benefits

Apart from the standard things like a competitive salary, contribution-matched pension and medical cover, we at Outrank are proud to offer a few other sweeteners to help convince you to join us. Things like:

- Conference attendance
- Meritocratic, fast-track career development for employees who deliver the big ideas
- Frequent travel opportunities
- Increased annual leave based on service
- Bike to work scheme
- Childcare vouchers
- Referral bonus for sales and staff
- EMI scheme

## How to apply

Send us your CV along with a covering letter telling us why you're a good fit for Outrank, then make sure your two references don't mind being contacted by us. Then email your application [hr@outrank.com](mailto:hr@outrank.com).

