



We're looking for a Head of New Business!

Who are we?

Electric House is a social media agency with a difference – we're a publisher too. We create, produce and distribute shockingly good video content through our social media communities (and beyond), earning untouchable results for our clients.

A career with us is a vibrant one - we're a rapidly growing agency, based in one of the most iconic offices of the West Midlands. And, whilst we may be getting bigger, we pride ourselves on the family-style culture at the heart of our business.

We look for people who want to be a part of that culture, which means people who share our values. We create together, we believe in being passionate and honest, and we always strive to have a consistent positive impact on the business and on the people around us.

Our founder set out to create a company where nobody hated Mondays, or felt undervalued, and we work hard to uphold those principles. 96% of respondents in a recent team survey said they would refer a friend to work with us, so hopefully, we're doing a good job.

If you're looking to be part of something special - something dynamic, and exciting - Electric House could be the place for you.

The role

The New Business Team is integral to the growth of Electric House. We strive to attain prospective clients, identify new commercial opportunities, and support our existing portfolio. We're at an exciting time for the business as we expand our offering (and team!).

The Head of New Business will lead the sales function within Electric House, ensuring that commercial targets are achieved. Reporting to the Commercial Director, you will be responsible for the recruitment, development, and coaching of the New Business team.

As Head of New Business, you will:

- Take complete ownership of the New Business function
- Lead the new business team, supporting team members to allow them to achieve their personal sales targets and further career development
- Effectively monitor productivity and optimise the time management of the team, and monitor their capacity to ensure they always have a reasonable, manageable workload
- Carry out monthly check-ins and quarterly reviews with employees, ensure they have reasonable access to relevant training, and work with them to solve any issues they may be experiencing
- Manage the recruitment process of new hires in your team
- Ensure team members are following the accepted sales system
- Create dynamic and robust client proposals and present these where necessary



- Develop an understanding of the products and services we can offer and propose ways to adapt and improve these to meet client objectives

The Successful Candidate

The role is suited to a results-driven Head of Business who is keen to develop lasting partnerships and provide creative solutions for renowned brands and agencies. The successful candidate will:

- Have over two years' experience in a sales role, with proven skills in identifying opportunities and providing solutions
- Be a big thinker who wants to be part of and contribute to the growth of a fast-paced, and continuously expanding social media agency and publisher
- Have knowledge of social media channels and how they can be used to to drive business results
- Be a confident networker
- Be a natural creative, who enjoys developing concepts and is able to work collaboratively
- Have strong written and verbal communication skills
- Be sales-focused, results-driven, and self-motivated
- Have strong organisational skills, able to move easily between a vast client portfolio
- Be excited to work with an entrepreneurial team that continually strives for success

The Detail

Salary: £50,000 - £75,000

Holidays: 20 days per year, plus 1 additional day for your birthday and 1 additional day for your work anniversary

Job Type: Full-time

Start Date: Immediate

How to apply: Send your CV and covering letter to kelly@cultureheads.co.uk. We are committed to equality of opportunities and would ask that you remove your name, date of birth, gender, ethnicity, and country of origin from any documents you submit. We just need your phone number to give you a call if your application is successful.