



We're looking for a Membership Sales Executive!

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. They 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!).

This Membership Sales Executive has two key aims - to retain and develop relationships with existing brand group members and to actively seek new opportunities for relevant clients to join our brand group membership scheme.

As a Memberships Sales Executive you will:

- Make outbound calls to relevant brands and actively seek new client opportunities
- Develop and manage your own prospect database by recording lead data into a CRM
- Secure and diarise prospective and existing client meetings
- Present and deliver engaging information regarding our service and campaign solutions



- Easily build rapport and seek to understand clients needs by gathering relevant information in the aim of securing a sale
- Offer appropriate campaign solutions, services, and membership packages
- Effectively onboard new clients and support existing business with regular feedback/insight
- You will be tasked with growing new and retained membership numbers
- Support team members in the pursuit of team goals
- Develop an understanding of the products and services we can offer and adapt and improve these to meet client objectives.

The Successful Candidate

The successful candidate will:

- Have a minimum of 1 years experience in a B2B telesales or contact centre role, cold calling experience would be a distinct advantage
- Have a proactive nature, able to hunt and pursue new business opportunities
- Be an effective communicator both internally and with clients, externally
- Have a high degree of self-motivation and drive as there is a good degree of autonomy with this role
- Be highly organised, able to manage appointments and activate CRM rolling leads
- Be a confident speaker, adept at confident in delivering pitches
- Be a results driven individual that strives to exceed expectations
- Have excellent customer service skills with the ability to resolve issues, build rapport and relationships easily
- Have a flexible working approach as this role may require you to work office based or at home

The Detail

Salary: £20,000 - £25,000

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.