

Job Description: Sales Development Executive

1. Reporting

Reporting to the Sales Manager.

2. Liaison

Outside the sales department the Sales Development Executive will liaise mostly with the Marketing, Digital and Editorial departments.

3. Responsibilities

Key Tasks

- Meet with Music Hubs, Music Services and other educational establishments and individuals
- Visit and grow sales with Faber Music's retail customers
- Support the development and delivery of Faber Music's sales strategy
- Work closely and regularly communicate with the sales team, both office and field-based
- Assist in the planning, coordination and execution of workshops
- Attend exhibitions and other associated events in the UK and abroad
- Participate in regular planning meetings involving sales, marketing, editorial and digital departments
- Identify and develop new business opportunities

Overview

This is a new, field-based position that will combine maintaining and growing Faber Music's already strong reputation in the printed music retail market with instigating and developing new relationships with organisations and individuals in the music education sector. Working closely with all departments within the company, the Sales Development Executive will report to the Sales Manager. The role will cover the UK and Ireland.

Abilities

- An in-depth knowledge of music publishing
- A good understanding of Faber Music's catalogue and distribution clients
- A familiarity with music education structures and systems
- A sound knowledge of music retail, particularly within the printed music sector
- A personable, confident manner with good networking and communication skills
- A musical background