

SALES EXECUTIVE

JOB DESCRIPTION

Job type: Full time in the office (37.5 hours)

Location: Borough, SE1

Salary: £28,000 + OTE

Reporting to: Head of Sales

ABOUT THE JOB

Akabo Media is a leading publishing and events company specialising in the logistics, supply chain, tolling, robotics, automation, and transport industries. We deliver high-value content and exceptional experiences through our market-leading magazines, international conferences, awards, and exhibitions — with events taking place in the UK, USA, Asia Pacific, and the Middle East.

ABOUT THE ROLE

As an Account Executive, you will embark on an exciting journey to develop and refine your sales skills across both the events and publishing industries. This entry-level role is designed for recent graduates who are enthusiastic about delivering outstanding events and media products, have strong communication skills, and are eager to make an impact in a fast-paced, results-driven environment. You will work across a variety of products, building relationships with clients, generating sales, and helping to grow Akabo Media's global presence.

CORE TASKS

- **Market Research:** Identify potential clients, trends, and opportunities within the logistics, supply chain, robotics, and transport sectors.
- **Sales Pitches:** Prepare and deliver engaging pitches to showcase our events, exhibitions, and publications to prospective clients.
- **Client Relationship Management:** Build and maintain strong client relationships, tailoring solutions to meet their needs.
- **Sales Targets:** Work towards achieving and exceeding sales targets with a proactive, results-focused approach.
- **Product Knowledge:** Develop a deep understanding of our events and publications to communicate their value effectively.
- **Collaboration:** Work closely with marketing and editorial teams to align sales strategies with company objectives.

- **Administrative Support:** Manage administrative aspects of the sales process, including order processing, contracts, and record-keeping.

This is a fantastic opportunity to gain hands-on experience in both events and publishing, with the chance to develop a strong foundation for a successful career in sales.

THE CANDIDATE

- Bachelor's degree from an accredited university.
- No prior sales experience required — just energy, enthusiasm, and a passion for sales.
- Exceptional verbal and written communication skills.
- A natural interest in sales, with an aptitude for persuasion and negotiation.
- A collaborative team player who contributes to a positive work environment.
- Adaptable, proactive, and self-motivated, with a willingness to learn.

WHAT WE OFFER

- **20** days annual leave increasing to **25** days after one year's service.
- Plus, paid birthday off and three paid days off over Christmas.
- Free Private Medical Insurance & gym membership discounts.
- Group Pension scheme.
- Social & Company events.
- Modern office near London Bridge.
- Opportunity to travel within the UK & internationally (Miami, Brussels, Asia etc).
- Season Ticket Loan.
- Dress down Fridays.
- Training & development opportunities with money contributed towards personal development of your choice.

INTERESTED?

Please send your CV and covering letter to anneke.thomas@akabomedia.co.uk