

SALES ASSOCIATE - SUBSCRIPTIONS

Working Hours: Full-time

Location: Brussels, Belgium

Start Date: ASAP

EUobserver, one of the leading independent online newspaper on EU politics, is looking for a sales associate to help grow our digital subscription services.

Duties and responsibilities:

- Generate new revenue for subscriptions
- Source new sales leads through research, cold calling and networking
- Develop relationship with group (institutional) subscribers
- Contact person for all individual and group subscribers; provide customer service and administrative support
- Maintain and update customer database
- Maintain and update sales & marketing and subscribers' mailing lists
- Generate annual, or as-needed, usage reports for group subscribers
- Develop subscription models for digital media

Minimum requirements:

- At least 2 years of professional sales experience
- Willingness to work in a dynamic, high-pressure and unpredictable digital media environment
- Strong networking and relationship-building skills
- Excellent written and verbal communication skills
- Self-motivated, results-driven with a strong sense of urgency
- Ability to work autonomously
- Proficient in MS Excel and Word
- Must have native-level or perfect English, plus one or more EU languages

To apply, please submit your CV along with a 1-page cover letter explaining how your skills and experience would help you be successful in the position.

Please email your cover letter and CV with the subject line 'Sales Associate - Subscriptions' to jobs@euobserver.com.

Only candidates shortlisted for an interview will be notified. We unfortunately will not be able to give feedback to candidates who have not been shortlisted.