

Job Title: Account Director, Market Research

Location: London

Toluna is a leading global provider of online fieldwork and technology services to the research industry, with over 1,500 professional clients globally spanning market research, advertising, media, PR and end clients. Toluna's proprietary panel communities number 4m members across 35 markets, powering online research projects across the globe. Toluna's technology offering ranges from innovative self-service tools such as Toluna Quick Surveys, through to an enterprise-level technology platform for research communities, Panel Portal.

For more information visit <http://www.toluna-group.com>

Toluna is seeking high-quality individuals to work within our Sales Department in London.

Specific functions include:

- Sell Toluna's online services in a defined sales territory, namely data collection buyers in:
 - Priority 1: Market Research
 - Priority 2:
 - Advertising Agencies
 - Media Agencies
 - PR Agencies
 - Direct Marketing Agencies
- Attain or exceed all established individual indicators, objectives, quotas and guidelines.
- Meet or exceed all revenue and retention rates for specified accounts.
- Build excellent client relationships offering value-added, insightful and strategic input to their business.
- Develop delighted customers who continue to purchase Toluna services on a regular basis.
- Establish Partner relationships with those clients that meet the defined criteria for the Partnership plan.
- Participate in all ongoing Toluna training as required.
- Input all relevant information into the appropriate sales tracking databases, including: bids, prospect and client contacts, meeting reports, etc.
- Provide quotations and advice to existing and potential clients within 60 minutes of receipt.
- Attend all company sponsored training sessions and apply learned techniques to sales efforts.
- Complete all paperwork on time and with complete accuracy.
- Other sales and research-related functions as needed.

Requirements:

- Minimum 3+ years proven consultative sales experience.
- Bachelor's degree required, preferably in business, marketing or a sales concentration.
- Definitive track record of sales success. Consistent over achievement of sales quotas.
- Track record for business development with new and existing clients
- Ability to thrive in a quota driven environment.
- Strong computer proficiency, especially in Outlook, Word, Excel and PowerPoint.
- Understanding and aptitude for the market research industry.
- Panel experience/expertise and Internet research experience is a significant advantage.
- Able to handle large volume of bids with tight turnaround requirements.
- Cold-calling skills to arrange appointments with clients and prospects.
- Excellent oral skills to speak directly to clients and make sales presentations to small and large groups, in-person and via the telephone.
- Excellent writing skills to respond to requests for proposals and bids.
- Demonstrated ability to take initiative and work independently, as well as in a team environment.
- Success-driven.
- Ability to be flexible and self-motivated.
- Excellent inter-personal and inter-departmental skills.
- Maintain positive attitude.

We offer a casual, professional, work environment.

Salary / Package: Commensurate with experience & track-record.

This offer interests you? Please send your application including an up-to-date CV and a brief cover letter to our HR department at staffing@toluna.com, specifying in the subject of the message the title of the job.

Please note that only eligible candidates will be contacted for an interview.