



**Job Title: Account Executive, 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>

Due to the rapid growth of the business we are seeking enthusiastic, intelligent and motivated candidates to take their first steps into a sales career as an 'Account Executive' supporting outbound sales personnel in the UK office.

The role is to support sales staff by managing multiple online assignments for marketing research and consulting clients by establishing a relationship with them and becoming an expert in understanding their research needs.

**Specific functions include:**

- Development of new & existing business.
- Work across sales people providing sales support.
- Uncover new business opportunities.
- Develop & help maintain client relationships across sales territories
- Provide smooth transition to Client Services on projects sold.
- Smoothly transitioning clients to appropriate Client Service team member after projects are sold.
- Educating potential clients about online marketing research and Toluna.
- Providing bids.
- Keeping a pulse of the progress of projects and follow up with clients in an effort to develop ongoing relationships and repeat business.

**Requirements:**

- Bachelor's degree in marketing research or equivalent technical knowledge and experience.
- Demonstrated strong analytical/problem solving, organization skills.
- Strong inside sales skills.
- Proven track record of open, team-oriented behaviour to support high visibility business projects.
- Exhibits resourcefulness, flexibility, creativity, versatility.
- Effective communications skills - oral, written and presentation.
- Strong interpersonal skills to develop quick rapport in a team setting and establish solid credibility with clients, vendors and cross-functional teams.
- Demonstrated ability to work independently and manage multiple programs/projects, respond to diverse workloads/schedules and achieve quality results.

**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](mailto: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.**