



Sales Manager, Entertainment – Online Media

Office location: London or Manchester

Travelzoo (Europe) Ltd is the European subsidiary of Travelzoo Inc. (NASDAQ: TZOO), a global Internet media company. Travelzoo is the world's largest and most trusted publisher of travel and entertainment deals, with 18 weekly million subscribers to its publications.

Travelzoo has operated in Europe since May 2005 and is one of Europe's fastest growing Internet media brands. Travelzoo's European media properties, which reach more than 3 million travel & entertainment enthusiasts in France, Germany, Spain and the UK, include the Travelzoo Top 20® list, the Newsflash™ email alert service, Travelzoo® websites, (<http://www.travelzoo.com>), the Travelzoo Network™, the SuperSearch™ search tool, and Fly.com™. Travelzoo's deal experts, in 20 offices around the world, follow a one-of-a-kind process to source, verify and alert subscribers to the very best travel and entertainment offers.

Travelzoo launched its Entertainment division in Europe in May 2009, and has ready forged strong industry relationships in the UK. Entertainment brands to feature in Travelzoo's publications include Avenue Q, Billy Elliott, Chicago, Chelsea Football Club Champions League, Cirque du Soleil, Disney's Lion King and U2 at Wembley.

We are now searching for a dynamic **Sales Manager** to help accelerate our growth within the UK Entertainment sector and who will have following responsibilities:

- Develop outstanding industry relationships within the UK Entertainment industry, both via telephone and in person
- Evangelise on behalf of Travelzoo's 18 million subscribers worldwide to source the very best entertainment deals
- Sell Travelzoo's media
- Meet or exceed quarterly sales goals
- Work with colleagues in Europe and the US to ensure that entertainment opportunities are fully leveraged and the very best content is secured (Travelzoo has a large Entertainment division in the US and many shows operate in both the US and Europe)

Candidate profile

- Educated to degree level (or equivalent)
- The ideal candidate will have a proven track record of media / advertising selling, and is apt to work in a fast paced, high growth work environment with a matrix organisation
- A proven ability to plan, develop and execute online sales strategies
- Excellent organisational and interpersonal communication skills with particular emphasis on presentation, analytical and sales expertise, and negotiation techniques
- Ability to achieve results while working independently
- Knowledge of the online travel / media publishing industry would be an advantage
- Hands-on approach, team player and self-starter attitude coupled with an ability to adjust to changing circumstances round up your profile

What we offer

- Competitive salary and bonus opportunity
- Excellent global career opportunities in a high growth company
- Unique travel perk

If you recognize yourself in the profile, please send your CV with a cover letter to the attention of:

Ulrike Geissler
HR Manager
eujobs@travelzoo.com