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# WANTED!

## Sales Revolutionaries for Fast Growth Global Leader

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**Position Title:** Commercial Manager, Marketing Services

**Location:** Oxford, UK

### About 2degrees

2degrees is a dynamic, fast growth internet company that within 3 years has become the world's leading online community for sustainable business with over 18,000 professional members. We are a company at the forefront of not one but two economic revolutions: sustainability and the B2B use of social media.

We provide managed services through our online community for both individual professionals and corporations. These services enable our members to reduce costs, risks and environmental impacts, as well as innovate, grow and build competitive advantage by operating sustainably. We do this by helping them:

- Connect with one another
- Learn from one another
- Gain insights into the issues, impacts and business benefits of sustainability
- Engage and influence their stakeholders to achieve their sustainable business goals
- Collaborate to solve sustainable business problems
- Find solutions providers

2degrees is growing rapidly. We have done great business with some of the best brands in sustainable business and are now looking to grow those relationships as well as build new relationships with other best of breed solution providers. The position described below represents an opportunity to become a key contributor at one of the most exciting new companies in sustainable business as it expands globally.

### The Role

The area of business of focus for this role is marketing services sales – with a specific focus on selling our suite of online marketing services and sponsorship for our highly popular face-to-face events to leading solution providers in the sustainable business sector.

As Commercial Manager for this set of services, you will report to the Commercial Director of the 2degrees Community business. Our services are driven by editorial programmes created by our online sustainable business community team who you will work very closely with. You will also receive considerable support from our talented and creative marketing team who are working hard generating brand recognition and sales leads for you. You will also benefit from access to the world's leading community of senior sales and marketing professionals in the sustainable business sector. However, an ability to creatively generate your own opportunities and build deep account relationships with the leading solution providers will be essential for you to be successful.

Typical experience that would benefit you in the role might include:

- Experience of selling digital marketing services to agencies and direct clients
- Experience selling event and project sponsorship
- Relationship building – repeat sales and developing client relationships
- Ability to creatively leverage marketing resources and social media to generate opportunities
- Experience and/or knowledge of the sustainable business sector is a distinct advantage.

## **The Person**

Are you interested in having a role in the biggest economic revolution in history driven by the need of business to adapt to meet the sustainability challenges of the 21st century? Are you passionate about the way digital and social media can be used to engage professionals? Do you have the ambition to sell to the biggest names in sustainable business and be part of the development of the largest online community in sustainable business as it continues to expand internationally?

If the answer is “yes”, you will need to be educated to degree level and with at least 3 years’ experience in a media sales or events sales role. You will have an impressive sales background, demonstrated by habitually beating your sales targets. You should also have experience of handling and developing blue-chip B2B clients and feel comfortable dealing with senior level contacts. Events and/or digital sales experience is critical, as is a proven ability to work under your own initiative.

In return, you will enjoy being part of a young, buzzing company making waves in two of the hottest marketing sectors – sustainable business and social media.

It's an opportunity to make your mark and grow with a team who are constantly innovative and adventurous. This couldn't be a more exciting time to get involved in a company which is defining the business to business social media space. Salary will be commensurate with experience and will include an uncapped commission structure based on your results.

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Important core skills at the heart of the role are:

- The ability to close business and build client relationships
- A high degree of organisation
- Creativity, tenacity and self-reliance
- Superb negotiation skills and thriving in a deadline-driven environment
- Familiarity with and understanding of the importance of CRM tools
- Able to leverage marketing resources to generate opportunities
- Strong telephone and face to face sales experience and an outgoing personality

If you think this sounds like you and you want to join this dynamic and fast growing company that is really changing the way organisations meet their sustainability objectives, please apply by email to: [allen.shaw@2degreesnetwork.com](mailto:allen.shaw@2degreesnetwork.com).

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2degrees is an equal opportunities employer. We aim to ensure that no job applicant or employee receives less favourable treatment on the grounds of gender, marital status, race, colour, ethnic origin, sexual orientation, age or disability, and that all appointments are made purely on the basis of merit. A compensation package appropriate to experience will be available to the right candidate.