

# The Economist Group

## Job Profile

Job Title: Sales Agent  
Company: The Economist Group  
Business Unit: Economist Corporate Network  
Based: Seoul  
Territory: Korea  
Report to: Global Sales Director  
Apply to: Sam Charlton (samcharlton@economist.com)

## Job Summary

The Economist Group seeks a qualified individual to work as a sales agent for our executive networking and briefing service in Korea. The position will be located in Seoul. The sales agent will work independently as an outside agent and not as a salaried employee of the Economist Group. Qualified candidates will be offered a 1-year sales agency contract and will be compensated on a 100% success (commission) basis.

The agent will be responsible for developing the membership base of the Economist Corporate Network ("ECN" -- a group of senior business executives) in Korea by identifying potential new members, making the initial connection, exploring the match between their needs and our service and closing the deal.

The position, whilst in principal full-time, offers flexible hours and competitive success-based compensation and thus may be suitable to those looking to balance career and other responsibilities.

Applicants must have the right to work in Korea.

## Key responsibilities

- Meeting or exceeding sales goals
- Identify and solicit new leads and prospects through networking and cold calling
- Develop and implement sales plan to maximize new member acquisition

## Skills and capabilities profile

Education and training	<ul style="list-style-type: none"><li>• Bachelor degree holder</li></ul>
Previous/ current work experience	<ul style="list-style-type: none"><li>• Business-to-business sales experience (min 4 years) where he/she has demonstrated ability to deal with senior management level stakeholders</li><li>• Ability to manage the full sales cycle from lead generation to close</li><li>• Proven ability at consultative selling and relationship management</li><li>• Experience in selling sponsorship a plus but not required</li></ul>

Knowledge	<ul style="list-style-type: none"> <li>• A strong interest in and understanding of Asia and of current business and economic issues</li> <li>• Conversant in international business and knowledgeable of the information priorities of senior corporate executives and of the marketing priorities of their companies</li> </ul>
Languages	<ul style="list-style-type: none"> <li>• Native or near native proficiency in English language - written and spoken. Korean language skills welcome but not required</li> </ul>
Personal attributes and skills	<ul style="list-style-type: none"> <li>• A results-oriented, self-starter with the drive and determination to succeed</li> <li>• An excellent communicator with a strong presence, good presentation skills and rapport with clients of various levels of seniority</li> <li>• Independent and resourceful, but totally committed to being part of a dynamic regional team</li> <li>• Ability to meet deadlines and copes well under pressure</li> <li>• Good awareness of economic and political issues affecting business investment and operations in the region</li> </ul>

*The Economist Group values diversity. We are committed to equal opportunities and creating an inclusive environment for all our employees. We welcome applicants regardless of ethnic origin, gender, religious beliefs, disability, sexual orientation or age.*