



Music Licencing Executive - Cornwall/Devon/Somerset



Jazz, Hip-hop, Punk, Opera, Country, Rock and Delta Blues. Different music genres but all with roughly the same objective – to move our emotions, they just get there in different ways. That’s how we think of people too, all unique, with slightly different ways to get the job done and we are very excited to see how your journey will evolve in our passionate and collaborative company!

Who is PPL PRS?

PPL PRS Ltd is a new company in Leicester’s city centre, a joint venture between PPL and *PRS for Music*, dedicating to providing the best music licensing experience in the world. At PPL PRS, we champion the music we all love to make sure its creators and performers are fairly rewarded for their work.

We will transform music licensing in the UK with the launch of TheMusicLicence, we are passionate and truly believe in protecting the value of music, so working at PPL PRS is about collaborating with others who share this passion to deliver a truly excellent service.

If your passion for music is anything like ours, then you’ll jump at the chance to help shape something vital to the future of the music industry. You might not get a standing ovation or get to headline Glastonbury, but your contribution will be equally as important, helping to support the members of PPL and *PRS for Music*, including some of the world’s biggest artists as well as the tens of thousands of writers and musicians who have turned their passion into a career.

What are we looking for?

We are looking for an experienced Field Sales Representative who will report into the Field Regional Sales Manager and the key purpose of this role is to meet with potential customers to increase licence revenue within a defined geographical territory. The territory for this role includes: Cornwall/Devon/Somerset.

You will be responsible for communicating the legal requirements for a music licence and the benefits of music and selling into premises where PRS and PPL members music is not currently being used.

The role

- To ensure an effective sales pipeline is researched and built through a mix of self-sourcing and following up on prospect sales leads
- To maintain a high standard of account and territory knowledge and management in order to maximise specific revenue streams
- Create an effective work plan of daily/weekly activities and field visits to customers in order to maximise revenues
- Implement specifically targeted geographic campaigns as allocated, in order to contribute to the achievement of individual and department targets
- Deliver face to face sales in a professional and consistent manner. This involves providing information to the potential customer and asking probing questions in order to ensure the correct tariff is allocated
- Generating invoices, explaining payment methods and collecting payment from customers
- Maintain accurate notes in the system
- Use objection handling techniques to proactively resolve any customer queries or objections. Effectively obtain evidence of music usage to support potential infringement cases
- Deliver a positive customer experience and proactively contribute to the departments service standards and customer satisfaction results, ensuring call quality targets are consistently achieved and exceeded
- Educate and advise customers, positively reinforcing benefits of music to their business, while ensuring that they understand and are adhering to the contractual licensing terms and conditions Demonstrate a positive image of the company, through developing and maintaining effective professional relationships with customers
- Work co-operatively and supportively with other teams in order to ensure the customer experience is positive
- Respond to customer queries and ensure timely resolution of complaints, escalating where necessary
- Build and maintain effective working relationships with colleagues across the field and at head office

- Identify and contact all due accounts within own portfolio prior to reaching the Collections Team remit with a view to obtaining payment and payment commitments from customers and to ensure every contact with the customer contributes to prompt payment of the appropriate invoice
- Develop and maintain knowledge of accounts, sectors and territories, in order to meet revenue targets
- Develop and maintain knowledge of core licensing processes and procedures including tariffs and Copyright Law
- Attend and make presentations at events as required
- Recommend potential new business channels and maximise new business opportunities in order to increase revenue brought into the business

Your experience

Essentials

- A proven track record in sales
- Knowledge of relevant territory
- Competent using Microsoft Office Word, Excel, PowerPoint, Outlook
- Full, clean driving license
- Educated to a degree level or equivalent
- Minimum of 1-2 years' experience in a similar role
- Successful multi-channel lead generation experience (field sales, tele sales, and account management) with evidence of exceeding targets within a sales/business development environment
- Previous experience of driving sales growth within defined regions or business sectors is required Experience of developing and maintaining external relationships, public speaking and presenting to senior executives and ability to develop dynamic ways to introduce new sales streams to improve revenue generation and productivity are all also essential
- Experience of a customer facing environment providing a service through a variety of contact solutions

Desirable:

- Has worked within a call centre or highly audited/monitored environment.

The sort of person we are looking for

You'll find a collaborative spirit everywhere in our organisation. We are a genuine team, working together, looking out for each other and, most importantly of all, united for music.

So, if you're a determined individual who takes pleasure in providing quality customer service, solving problems and seeing projects through to completion, you're probably the kind of person we need and if you enjoy working collaborative as part of a team, all the better!

Passionate about music too? Now you're really talking our language. And if you happen to think logically, get to the point fast and like to have a laugh along the way, come in, sit down and tell us why you think you'd fit right in.

Even more reasons to join us

At PPL PRS we are very proud of our generous benefits package that every band member (that's right, our employees are called band members) has the opportunity to receive. As well as offering a competitive salary, we also have some great additional perks to make life more fun and financially beneficial for you.

Working for us should be enjoyable and fulfilling and we want to maximise your potential; this is why we will invest in your personal and professional development to nurture your ambitions and reward performance.

- OTE of £28,000 + Car Allowance
- 25 days annual leave, plus statutory bank holidays
- A fantastic pension scheme with an employer contribution of up to 9%
- Working in newly refurbished offices in a fantastic location in the heart of Leicester's vibrant city centre
- Simplyhealth cash plan to look after your health and wellbeing with gym discount
- Life assurance 4x your annual salary
- £120 worth of music vouchers every year to spend on **anything** music related
- Exciting employee events, from music industry special guests to in-house open mic nights
- Discounted rates on public transport
- Regular discount schemes with local retailers, bars and restaurants
- Eyecare vouchers to help look after the health of your eyes
- 24/7 employee assistance helpline
- Performance based company bonus scheme
- Group income protection benefit
- You Rock Employee Recognition Scheme
- An environment that nurtures ambition & rewards performance
- A company that offers real life progression & development as well as training & education opportunities at every level

Our brand values

Straightforward

Once you get to know us you'll release how down to earth we are. We're fair and friendly, principled and proactive. A straightforward community, not a complex corporate.

Passionate

Music has the power to uplift, overcome and connect people in many ways that no other creative art can. That's why we are passionate and devoted to what we do. Our mission is to deliver a consistently world-class service to enable more people to enjoy and be moved by the music they love.

Collaborative

Benny and Bjorn, Page and Plant, Visconti and Bowie. Collaboration is at the heart of making great music. Maybe that's why it's fundamental to our success too. Our doors and minds are always open to your ideas. By respecting and nurturing you, you have the potential to improve the way we work as a collaboration and make our community stronger.

Play Fair

A lot of what we do is based on trust and we expect honesty and transparency from our customers, and we reflect that approach internally with everyone who works for us. We're open minded, but we are fair minded too. Honest, consistent and straightforward, you'll always know where you stand with us. We expect nothing less in return.

Value Music

Music is a powerful force. It uplifts hearts, it binds tribes and it entertains masses. We're here to make sure that the people who create it are fairly rewarded for their talent and effort. It's a simple vision, but one that demands a dedicated commercial approach. Some call it zeal, others describe us as relentless, whatever it is, we believe music is priceless and we don't want the people who create it to be short changed.

The Best Music Licensing Experience in the world

