

DETAIL ARCHITECTURE GmbH is a leading international platform for design and construction solutions in architecture. Founded in 1961, DETAIL provides daily, usable information and inspiration to all of the world's leading architects and architectural schools, based on a unique project database with thousands of buildings documented in detail – in DETAIL. Based in Munich, DETAIL offers a wide-ranging product portfolio that includes magazines, books, websites, social media, newsletters, a project database, events, and content marketing – all under the guiding principle “By architects for architects”.



INDEPENDENT MEDIA SALES REPRESENTATIVE / COMMERCIAL AGENT (M/F/D) – ARCHITECTURE, CONSTRUCTION & DESIGN

self-employed sales / on a commission basis / part-time

We are seeking a Freelance Sales Agent, focusing on ad sales for our DETAIL media portfolio. In this role, you will independently manage an assigned international sales region,* which may include individual countries or country groups, such as Southern Europe (including Italy), Northern Europe (including the UK, Denmark, Finland, the Netherlands), Eastern Europe (including Poland, the Czech Republic), USA, etc.

YOUR RESPONSIBILITIES:

- Selling advertising space in our respected media channels (print, digital, newsletters, social media) and selling sponsorships for our B2B events
- Managing and supporting existing international client and agency contacts
- Actively acquiring new clients and establishing long-term business partnerships
- Presenting our advertising products and developing bespoke proposals
- Leading negotiations and finalising contracts to achieve sales targets
- Managing client data and tracking performance using a CRM tool
- Attending relevant industry events such as BAU, ISH, Salone del Mobile or Cevisama

YOUR PROFILE:

- Several years of experience as a freelance sales agent in international ad sales for a media company or an agency in the B2B sector
- Existing international client contacts in the fields of architecture, interiors, and construction
- Passion for sales, independent working style, and high motivation
- Strong communication skills and persuasive abilities
- Excellent spoken and written English; additional languages are an advantage

WHAT WE OFFER:

- A tailored international sales region for selling our B2B products
- Flexible working hours: As an independent sales agent, you have the freedom to organise your working methods and schedule
- Attractive commission model: Your success is directly linked to your initiative and ability to develop and implement effective sales strategies

Interested?

We look forward to receiving your application by email at bewerbung@detail.de, including your earliest possible start date. Questions? Feel free to get in touch with us at:

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