

WONDERBORN DISTRIBUTION SALES REPRESENTATIVE

Introduction to Wonderborn Distribution

Wonderborn Distribution Ltd (WBD) is the media licensing and distribution arm of the Wonderborn Media Group, headquartered in Bristol, UK. We specialise in the creation, production, financing, and distribution of content designed to inspire and awaken wonder across the generations. Through the creation of entertainment and educational brands, our mission is to help parents, grandparents, carers, educators, and guardians to excite young eyes, and inspire young minds.

In the mainstream broadcast market, we specialise in the creation, production, and distribution of family and educational content. Our work includes Awesome Animals (SKY Kids) The Baby Club (CBeebies), Andy & The Band (CBBC), Baby Animals (SKY Kids) and Treasure Champs (CBeebies). We have a strong presence in the Christian faith-based market where we represent both our own projects and content for several other specialist niche faith-based content creators for international sales.

The Role

As a **Sales Representative**, you'll be the face of our company—connecting with broadcasters, understanding their needs, and offering solutions. You'll manage the full sales cycle, from prospecting and lead generation to closing and follow-up. You will have prior experience in sales ideally within the media or broadcast industry.

The role includes:

- Identify and pursue new sales opportunities through outbound calls, emails, networking, and social media
- Build strong relationships with clients and understand their business needs
- Present and promote our catalogue effectively to prospective customers
- Negotiate contracts and close sales to meet or exceed targets
- Maintain accurate records of all sales activities in the CRM
- Collaborate with internal teams to ensure smooth delivery of assets to meet deadlines

Qualifications:

- Proven experience in sales, customer service, or a related field
- Excellent communication and interpersonal skills
- Strong negotiation and closing abilities
- Self-motivated with a results-driven approach
- Comfortable using CRM software (Pipedrive) and Microsoft Office tools
- Numerate and comfortable interpreting financial data

- Knowledge of the TV production process is an advantage

Competencies Required

Successful candidates will probably be able to demonstrate:

- 2 years + experience from a media or sales environment.
- Confident “self-starter” skills evidenced by creative, critical, and autonomous thinking and able to work well under the pressure of meeting tight deadlines.
- Communicative, proactive problem solver, flexible, adaptable, pragmatic, and resourceful with strong organizational skills – works independently and uses own initiative.
- Adept at managing client relationships as well as internal relationships.
- Excellent written and verbal communication skills

Reporting and Team

This role will report to the Commercial & Licensing Manager.

Remuneration and benefits

This role can be full or part time – to be discussed. The role comes with a pro-rata salary of £26k-£28K per annum dependent on experience and qualification.

The company provides an auto enrolled pension. The company will make additional contributions of up to 3% of the employee’s salary to this pension, as long as the employee stays auto enrolled and make the minimum contribution.

Location

The office is based in central Bristol but remote working will be considered.

Contract Type

6 months FTC (fixed term contract)

The role comes with a paid holiday entitlement of 25 days (pro-rata) plus national bank holidays.

How to Apply:

Submit your CV and a short cover letter telling us why you're the perfect fit for this role to:

Jolie Greenwood at jolie.greenwood@wonderborn.tv.

Closing date: Friday 5th September 2025