



# International Graduate

**We are the behavioural planning agency.**

## **A bit about us**

Total Media is a leading independent and international media agency that connects people to brands. Our media strategies are based on people's behaviours – understanding how audiences think, feel and act – so that we reach them contextually, during the moments that matter.

We work across the full spectrum of media planning and buying, with fantastic media teams dedicated to client servicing, broadcast, publishing, digital, data and content production.

At Total Media we are committed to diversity & inclusion and providing equal opportunities for everyone. We are dedicated to ensuring our processes are free from any form of discrimination or bias, right from the application process to life as part of the Total Media Team!

## **Clients**

Epson, DHL, DeLonghi, Kenwood, FitXR, BMW, YuMOVE and a lot of exciting new business

## **The role**

This is a fantastic opportunity for a bright, enthusiastic, and confident individual looking to join our International team. The role involves media planning and buying across all media channels (international), Digital, Press, TV, OOH, Radio. The candidate that would be ideal for the role would:

Have knowledge in Digital (preferred)

A good communicator (verbal and written), numerate, and proficient in Microsoft Excel and PowerPoint

Be apt at multi-tasking, organising and prioritising their workloads, with a strong eye for detail

Be a team player, diligent, proactive and eager to learn and develop their media career  
Fluent in one European language (French/Spanish / German) is a plus

## **Meet the hiring manager**

I've been with Total for over 5 years now having spent time working all over the world for large network agencies. We have a unique offering as Total which allows us to work on big clients whilst still maintaining a really close knit agency where we control our approach.



## About You

### **Essential:**

Ability to manage multiple projects concurrently, with an excellent eye for detail and accuracy

Excellent organisation skills

Experience with Microsoft software applications; Word, PowerPoint, Excel (comfortable with Pivot tables, formulating data)

Focused, articulate and can-do attitude

Confident individual who is able to contribute as part of the team and wider agency as well as having the motivation to work independently

Excellent presentation skills.

Develop a good understanding of international media planning and buying across a wide range of channels, understanding of the pros and cons of each medium

### **Preferred:**

Knowledge of media finance applications (Media Ocean/DDS, Media Explorer, Media Explorer Stats or equivalent) preferable but not vital

Knowledge of Media research systems – content and application (TGI, Similarweb, GWI etc) preferable

**About the Team**

We are a small team (for now) with big ambitions. We all have are have a keen interest in international brands and varying media landscapes in different markets.

International account tend to mostly be serviced by big network agencies, we want to change that. All our recent international clients have seen the refreshing change from larger organisations.

We have an JV with one of the largest independent agency “networks”, which give us scale without losing autonomy. We are in the process of growing that relationship and working closer with them across international new business

**Our Values**

**WE VALUE  
INDEPENDENCE  
& Individuality**

The way we trade, how we work and the partners we work with means our clients stand out from the crowd and shine.



**WE ARE  
ADVENTUROUS**

Bring it on! We're bold with our decisions, we try new things and we push boundaries.



**WE  
ACT WITH  
INTEGRITY.**

We do the right thing – even when nobody is looking.



**WE ARE  
A TEAM.**

We enjoy what we do and have fun doing it together!



## The benefits

### Pension

Once you've been with us for 3 months you'll be enrolled into our pension scheme. We'll match your contributions up to 5%.

### Private Medical Insurance, healthcare and life assurance

When you've passed your probation, you have the opportunity to use our private medical insurance, healthcare and life assurance schemes.

### Referral scheme

Know a fantastic candidate for Total Media? We pay a bonus of £1,000 to any eligible member of staff who introduces an applicant who is employed as a result.

### Interest free season ticket loan

Travel costs can be eye-wateringly expensive. We can provide you with a season ticket loan once you've passed probation.

### Holiday entitlement

Your holiday entitlement will be set out in your contract, and once you've worked with us for over 12 months, you'll also get a day off for your birthday.

### Charity/Volunteering entitlement

We think people who volunteer their time for charitable causes deserve a little recognition. We give staff a "charity day" off for charitable work.

### IPA Qualification Support

The Institute of Practitioners in Advertising run various qualifications throughout the year, both online and offline. We support our members of staff in obtaining these qualifications in every way we can.

### Childcare vouchers

Juggling work and your family can be challenging and we want to ensure we provide as much support as possible. This is why we are part of the Government's Childcare Voucher Scheme which helps parents and carers to pay for childcare.

## The perks

- + Flexible working based on core hours of 10am-4pm
- + Fantastic training programme including inspirational talks organised by our CEO, Guy Sellers
- + Subsidised activities and trips from the agency's resident social club, The Fun Factory (including office drinks on a Friday, quiz nights and sponsoring team events)
- + A walking weekend away each year
- + Brilliant Summer and Christmas parties
- + Summer Friday's early finish
- + Wellbeing Wednesdays (offering initiatives like spending time with dogs from a local charity, reiki sessions and free healthy food)
- + Free fruit
- + Introductory bowling trip with our Chairman and CEO

## Life at Total Media



Total Media employs over 120 people: here we are at one of our annual Christmas parties, which are always legendary.



Our CSO, Lucas Brown organises a walking trip every year which is always good fun!



Work hard, play hard. There are numerous opportunities to get involved in sporty pursuits.

## The office



Our beautifully bright Head Office is situated in the heart of Soho! We also have offices in Manchester and Solihull!