

1. DIGITAL SALES MANAGER

Μέσο:BUSINESS TODAY

Ημ. Έκδοσης: . . .25/09/2019 Ημ. Αποδελτίωσης: . . .25/09/2019

Σελίδα:6

Innews AE - Αποδελτίωση Τύπου - <http://www.innews.gr>



JOB OFFER - DESCRIPTION

Alpha Editions is seeking for a talented
Digital Sales Manager
for the international titles of Elle.gr and Hello.gr

Responsibilities

- Develop and execute sales strategies
- Meet and exceed expected revenue goals
- Identify new business development opportunities
- Present and sell company's solutions to new and existing customers and communicate effectively our unique value proposition
- Maintain a healthy sales pipeline by generating adequate leads
- Create sales material

Requirements

- At least 4-5 years' experience in selling digital solutions
- Strong sales and digital business background
- Strong analytical skills
- Strong communication, organizational and problem-solving skills
- Team player
- Familiarity with programmatic sales and ad management technologies

- Good knowledge of Google Analytics and Social media platforms
- Fluent MS Office user including Excel and Power Point
- Target driven & self-motivated
- Entrepreneurial spirit
- Ability to work effectively under pressure

Seniority Level

Mid- Senior level

Company Offers

- Attractive compensation package (+ bonus)
- Ability to work and progress in a growing organization

Industry

- Marketing & Advertising
- Publishing / Online Media

Employment Type

Full-time

Please submit your CV with a recent photo to hello@alphamag.gr
All CV's will be considered as strictly confidential.