

Senior Advertising/Sponsorship Sales Manager

Πηγή: BUSINESS TODAY Σελ.: 5 Ημερομηνία έκδοσης: 27-01-2025
Αρθρογράφος: Επιφάνεια 155.43 cm² Κυκλοφορία: 0
Θέματα: ΑΓΓΕΛΙΕΣ ΕΡΓΑΣΙΑΣ



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Mad, as a 360 Media Group with several pillars of interests such as TV, Radio, So.Me. Events and TV Productions, is expanding and looking for a high-performing and results-driven Senior Advertising/Sponsorship Sales Manager to pursue, negotiate, and close deals for its Sales dept. The right candidate should be a passionate and goals-oriented professional who loves to seal the deal for one of the most popular youth marketing group of companies.

Key Responsibilities

- Identify and generate leads (from direct market to brand managers-executives and media/advertising agencies) with drive to grow revenue.
- Create sales presentations.
- Proactive and creative in business development.
- Maximize revenue from existing clients.
- Excellent negotiation skills.
- Manage KPI's forecasts and exceed targets.

Knowledge and Experience

- At least 5 years of experience as an Advertising/Sponsorship Sales Manager, preferably in Media and Communications.
- Excellent knowledge of the Advertising Market and Media Agencies. It would be greatly appreciated if he/she has relationships with a significant list of clientele directly.
- Ambitious, out of the box thinker and focused
- Excellent networking ability.
- Outstanding communication, presentation, and negotiation skills (verbal and written,
- Ba/Bs University degree.
- Microsoft office, word, PPT and Excel).

To apply for this job, please send your CV to jobs@mad.gr