

1. ADVERTISING SALES MANAGER

Μέσο: DAILY FAX

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Σελίδα: 4

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



ADVERTISING SALES MANAGER

Mad TV

Mad as a 360 media organisation is looking for a high performing and results driven Advertising Sales Manager to pursue, negotiate and close TV - Radio - Digital media advertising , but mostly sponsoring and production solutions to our key clients. The candidate should be a strong deal-oriented professional who loves to sell.

Key Responsibilities

- Identify and generate leads (from media/advertising agencies to brand managers/executives and direct market) 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 3 years' experience as an Advertising Sales Manager, preferably in Media and Communications.
- Ba/Bs University degree.
- Excellent networking ability.
- Outstanding communication, presentation and negotiation skills (verbal and written, Microsoft office, word, PPT and Excel).
- Ambitious and focused.

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