



DIGITAL SALES EXECUTIVE

Are you a Sales Executive looking for your next challenge?

Httpool is the leading International cross channel advertising network with 21 offices across Europe and Asia. We offer the broadest range of ad network products and solutions across display, video, engagement, social and performance channels. Httpool employs the most advanced properties and licensed technologies, has extensive international experience and represents Twitter, LinkedIn, Snapchat, WeTransfer, Viber and other selected global and local publishers across its 24 markets.

For the Greek market we also represent the largest mama network and a list of influencers.

We are hiring a Media Sales Executive to be part of our Sales team.

Are you a sales person with great knowledge of the local agencies, media shops and key clients? Working with us in a team environment sharing knowledge and experiences shall offer you the exciting opportunity of breaking your sales records.

What we're looking for

- 2 - 4 years experience selling digital media with a focus on performance to brands and agencies
- Proven track record of exceeding revenue goals
- Experience in a lead generating / sales planning / sales position at a digital media company will be a huge plus
- Strong analytical skills to collect business intelligence by conversing with clients and monitoring/identifying trends in data and in generated reports
- Understanding of performance and branding campaigns
- Excellent skills in: Outlook, Excel, PowerPoint, Word, CRM systems & excellent English capacities

What you'll do

- Build, manage and grow a large pipeline of leads to drive RFPs and IOs with top existing and potential advertisers/agencies.
- Build and maintain strong relationships with top marketers and media buyers.
- Work with sales planning team to build and present proposals to your pipeline of new business prospects.
- Interact with both the Account Management & Ad Ops team to effectively manage client expectations, ensure successful campaign delivery and help setting the expectation for future potential growth

Candidates can send their CV at info@httpool.gr