

HUNTER WANTED

Ημ/νια:20/1/2016 Μέσο: BUSINESS TODAY Σελίδα: 4

HUNTER WANTED!

Digital Media Account Manager

to strengthen our sales activity and consistently focus on growing business & revenues

We are a rising successful international startup, with a great momentum and significant growth month to month. We have a state-of-the-art semantic content recommendation platform allowing networks to provide a unique native content solution to their sites and advertisers.

Main Responsibilities:

- Successfully execute sales and pursuing direct and agency advertising budgets
- Build and execute advertisers' pipeline, both with direct brands as well as digital agencies or media shops
- Manage and grow relationships with advertisers and consistently achieve and exceed revenue goals
- Manage presentations, build relationships and negotiate contracts
- Comprehend the technology, revenue ecosystem and client needs/requirements in order to intelligently manage and upsell the platform

Requirements:

- Hunter with passion for online marketing and hunger to succeed and exceed
- Greek native + perfect English
- 1-2 year digital sales experience
- Experience in structuring, negotiating and leading deals
- Other skillset: Salesmanship, Customer service Orientation, Advanced Excel & good knowledge of PowerPoint
- Free of military obligations, preferably Northern suburbs resident with a car
- BS/BA degree in Business Administration or likewise

**Please send a link to your LinkedIn account with your CV ASAP at hr@direction.gr
Best candidates will be interviewed twice via Skype and physically.**

This opportunity offers personal and professional growth for those with drive, ambition and commitment to success

DOUSIS COM

Η DOUSIS COM ζητά

ΥΠΕΥΘΥΝΟ ΔΙΑΦΗΜΙΣΗΣ ΓΙΑ ΓΥΝΑΙΚΕΙΑ ΠΕΡΙΟΔΙΚΑ

Απαραίτητα προσόντα:

- 3 χρόνια προϋπηρεσία σε αντίστοιχη θέση στον κλάδο της έντυπης διαφήμισης με αποδεδειγμένη εμπειρία και ατζέντα
- Άριστη γνώση της διαφημιστικής αγοράς
- Άνεση επικοινωνίας & αποτελεσματικότητα στην επίτευξη στόχων
- Οργανωτική, διαπραγματευτική ικανότητα
 - Δίπλωμα αυτοκινήτου
 - Άριστη γνώση Η/Υ
 - Γνώση αγγλικής
 - Ομαδικό πνεύμα

Αποστολή βιογραφικών:

email: info@dousiscom.gr (κωδ. egr)
(απαραίτητη η αναγραφή του αντίστοιχου κωδικού)



attp is looking for motivated and bright

SENIOR ACCOUNT MANAGERS/ ACCOUNT DIRECTORS

to join the agency

Requirements and mindset:

- 3+ years of experience in the communications/marketing field
- Knowledge and curiosity for the digital world, new technologies and trends
 - Track record of development and successful execution of omni-channel communication plans
- Passion for communication and understanding of the challenges of the industry
 - Star-quality project management & organisational skills
 - Mastery of the English language
 - Proficiency in MS Office

Assets:

- Retail experience
 - Additional languages: German and/or French
- To join please share your cv and accompanying letter of introduction as well as the link to your linkedin account, if available, by January 25th to: kaiti.tsakalou@attp.gr