



Πηγή: BUSINESS TODAY Σελ.: 5 Ημερομηνία έκδοσης: 27-02-2024
 Αρθρογράφος: Επιφάνεια 128.45 cm² Κυκλοφορία: 0
 Θέματα: ΑΓΓΕΛΙΕΣ ΕΡΓΑΣΙΑΣ



MAD Productions and Sponsorships Sales Manager

Mad as a 360 media organisation is looking for a high performing and results driven Sales Manager to pursue, negotiate and close Sponsorships for TV, Digital and On the Ground productions. The candidate should be a strong deal-oriented professional who loves to sell out of the box.

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 5 years' experience as an Advertising Sales Manager, preferably in Media and Communications.
- Excellent knowledge of the Advertising Market and Media Agencies.
- 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 gmarkou@mad.gr