

United Arab Emirates Jobs Expertini®

Advertisement Sales Manager - Mehan Limited Powered By Qureos

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Company: Qureos Inc

Location: , , United Arab Emirates

Category: sales-and-related

Job Title: Advertisement Sales Manager Location: UAE and Saudi Arabia Employment Type: Fulltime

Are you eager to join a highly innovative and rapidly growing team? We are actively seeking a seasoned Senior Account Executive (Sr AE) to lead the success and continued growth of Ads within the Hardlines & Softlines (HL&SL) vertical in MENA. At our company, you'll play a vital role in supporting global HL&SL brands to regional businesses. As a team, we embrace experimentation, value continuous learning, and foster an environment where you can develop your skills while enjoying the process. As a Sr AE, you will leverage our Ads solutions including Sponsored Ads, Display, Video, Twitch, and Custom Ads to help businesses engage customers and drive results. Through clientside and agency relationships, a consultative approach, and a deep understanding of the digital advertising landscape, you will act as a strategic partner to your assigned portfolio. Utilizing your coldcalling, networking, and prospecting skills, you'll identify, develop, and manage new accounts or brands, enhancing our existing roster and helping you reach your personal revenue targets. As an individual contributor, you'll receive support from our operations team and work alongside a leadership team that has driven our explosive growth. We believe in providing a safe space for experimentation, learning, and having fun in the process.

Key Job Responsibilities: Understand Ads products to build relevant advertising solutions for advertisers and deliver the highest level of sales and customer service. Prospect, penetrate, and establish new relationships with advertisers and advertising agencies to grow the business. Drive deals to closure in a new business environment and increase revenue from existing advertisers. Collaborate closely with internal teams such as retail account management and

marketplace. Learn about the ecommerce industry environment including knowledge of competitive product offerings. Utilize Sales CRM tools to track account information sales progress and prioritize to achieve quarterly quota goals. Basic Qualifications: Bachelors degree 8 years of marketing brand advertising media sales and/or online advertising experience working closely with senior advertisers and agency stakeholders. Good understanding and application of programmatic and biddable platforms with a data driven approach to providing solutions. Demonstrated ability to consistently close sales generate revenues and independently deliver against short term immediate goals and long term strategic objectives. Ability to utilize Sales CRM tools such as Salesforce. Capable of working as an individual contributor or a people manager. Preferred Qualifications: Masters degree. 5 years selling programmatic and/or data driven ad products or platforms. Ability to interact with a broad set of businesses and present both over the phone and in person. Excellent organizational and interpersonal skills. If you are ready to deliver strategic advertising solutions to your clients apply today!

#J-18808-Ljbffr

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