

Industry Sales Manager Jobs In Dubai UAE 2023 | Aramex

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Bayut & dubizzle have the unique distinction of being iconic, homegrown brands with a strong presence across the seven emirates in the UAE. Connecting millions of users across the country, we are committed to delivering the best online search experience.

Responsibilities: Develop and successfully execute a comprehensive sales plan to meet or exceed growth and revenue goals for your industry.

Identify opportunities in the market by creating and targeting a list of key potential property developers, matching our products to the clients needs.

Understand the media agency landscape and who the decision makers are for the property developers who activate their media buys via their media agency, building strong reasoning for why they should advertise on dubizzle/Bayut.

High levels of sales activity to build a strong pipeline and portfolio of clients across all stages of the sales cycle (source, pitch, negotiate, convert, onboard and rebook).

Develop and maintain a high level of product knowledge on both the dubizzle and Bayut advertising product but also market trends, becoming a market expert in your field.

Consistently deliver for your advertisers by creating well-structured and throughout media plans / proposal slides which fit the client's needs. Requirements: Marketing or Advertising related higher qualification preferred

4 years experience in digital media position, minimum 3 years in sales. Publisher selling digital products preferred. Agency experience is a plus.

Minimum 1 year experience within the UAE property sector.

Deep understanding of digital advertising preferred (SEM, PPC, Banner ads, Programmatic advertising)

Skills in PowerPoint / Google Slides, Excel / Google Sheets is mandatory.

Salesforce / Google Ad Manager experience is a plus.

Driven individual who will go above and beyond.#J-18808-Ljbfrr

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