

Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment

[Apply Now](#)

Company: Al Ghurair Investment

Location: Dubai

Category: sales-and-related

Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment

Description:

The role purpose is to lead all media sales projects that drive revenue growth. The role will be responsible for the P&L of media sales within the Cars Taxi network.

Also, identify potential sales opportunities and introduce media channels to potential customers while educating them on the benefits of various channels.

Job Responsibilities:

- > Ensure new clients receive adequate and timely information, regarding all the necessary procedures and requirements. Engage actively in supervision of their campaigns.
- > Own full sales funnel for new advertisers from prospecting through to renewal.
- > Ensure proper documentation, rationale and supplementary information accompany each proposal.
- > Record detailed proposal (and concluded deals) for each client.
- > Gather and analyze market (price, competitors, suppliers etc.) and customer information in order to enable informed decision making.
- > Gather images and examples of promo/media activities relevant to Mobility
- > Maintain healthy pipeline of new advertisers to improve revenue contribution of media sales business. Responsible for full pipeline from prospecting to media planning to close.
- > Manage portfolio of existing advertisers to increase revenue base and drive recurring revenue stream.
- > Maintain relationships with existing advertisers, including quarterly business reviews,

performance readouts, and account planning.

> Identify opportunities for new media products and features to better meet advertiser and the business needs.

> Report to head of marketing on sales performance and opportunities /initiatives to improve revenues.

> Analyze and accurately forecast revenue performance, as well as annual budgeting.

> Influence road map of internally developed media sales and slotting platform.

> Successfully conclude deals, in accordance with their individual KPI.

Job Requirements:

5-7 years of experience in media sales and promotion of media spaces with leadership experience a plus.

Experience with advertising operations and what is required to successfully meet advertiser expectations.

Budgeting experience

Familiarity with media landscape including competitive positioning of other publishers and media buying process.

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. Media Sales Manager Jobs In Dubai 2022 | AI Ghurair Investment Devopsjobs Jobs Dubai Devopsjobs ↗

2. Media Sales Manager Jobs In Dubai 2022 | AI Ghurair Investment Nutritionistjobs Jobs Dubai Nutritionistjobs ↗

3. Media Sales Manager Jobs In Dubai 2022 | AI Ghurair Investment Thejobsnearme Jobs Dubai Thejobsnearme ↗

4. Media Sales Manager Jobs In Dubai 2022 | AI Ghurair Investment Findfulltimejobs Jobs Dubai Findfulltimejobs ↗

5. Media Sales Manager Jobs In Dubai 2022 | AI Ghurair Investment Highestpayingjobs

Jobs Dubai Highestpayingjobs ↗

6. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment ElectricianjobsJobs

Dubai Electricianjobs ↗

7. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment

Investmentbankerjobs Jobs Dubai Investmentbankerjobs ↗

8. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment PropertyjobsJobs

Dubai Propertyjobs ↗

9. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment Srilankajobs Jobs

Dubai Srilankajobs ↗

10. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment Locumjobs Jobs

Dubai Locumjobs ↗

11. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment

RiskmanagementjobsJobs Dubai Riskmanagementjobs ↗

12. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment Recruitmentjobs

Jobs Dubai Recruitmentjobs ↗

13. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment Findsalesjobs Jobs

Dubai Findsalesjobs ↗

14. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment Mumbaijobs Jobs

Dubai Mumbaijobs ↗

15. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment DhakajobsJobs

Dubai Dhakajobs ↗

16. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment Newyorkcareerhub

Jobs Dubai Newyorkcareerhub ↗

17. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment

Pediatricjobsnearme Jobs Dubai Pediatricjobsnearme ↗

18. Media Sales Manager Jobs In Dubai 2022 | Al Ghurair Investment Jobscareerscentral

Jobs Dubai Jobscareerscentral ↗

19. Media sales manager jobs in dubai 2022 | al ghurair investment Jobs Dubai ↗

20. AMP Version of Media sales manager jobs in dubai 2022 | al ghurair investment ↗

21. Media sales manager jobs in dubai 2022 | al ghurair investment Dubai Jobs ↗

22. Media sales manager jobs in dubai 2022 | al ghurair investment JobsDubai ↗

23. Media sales manager jobs in dubai 2022 | al ghurair investment Job Search ↗

24. Media sales manager jobs in dubai 2022 | al ghurair investment Search ↗

Source: <https://ae.expertini.com/jobs/job/media-sales-manager-jobs-in-dubai-2022-al-ghurair-dubai-al-ghurair-investmen-411-109445/>

Generated on: 2024-04-30 by Expertini.Com