

United Arab Emirates Jobs Expertini®

Sales Manager, Media & Sponsorships - Remote UAE/Saudi

[Apply Now](#)

Company: Rippling

Location: , , United Arab Emirates

Category: sales-and-related

This is SkiftSkift (verb) - origin: Nordic languages - meaning: Shift; transformation. As the daily homepage for the world's largest industry, we are the leading news source for travel executives. We've proven ourselves as the information and intelligence brand at the center of it all, monitoring the ever-evolving transformation into the future of travel. Every day, our award-winning team of journalists provides pivotal media insights on key travel sectors - with marketers, strategists and technologists top of mind. In doing so, we decipher and define global travel trends through a combination of news, research, conferences, exclusive interviews, strategic sector-focused newsletters, and more. We are the leading travel news outlet - on a journey to better understand the world's largest industry. The Opportunity Skift, the most influential media and events company in the global business of travel, is looking for a Full-time Sales Manager, Media & Sponsorships based in the UAE/Saudi Arabia to join their dynamic team. We seek an experienced media sales executive with travel industry experience and the drive and determination to seek out and close new business opportunities. Skift is a fully distributed, remote company with employees based across the globe. This position is remote and requires a high level of coordination and communication skills to be successful. You must be able to work independently, meet goals, set tasks in a timely manner, join meetings via video, and periodically work outside normal company hours for special events or projects. Founded in 2012, Skift is a global B2B media brand that reports on the travel industry, providing news and insights to senior executives through its digital platform, newsletters, and global conferences. The Middle East continues to thrive as a priority growth market for Skift and the Sales Manager will join an existing team producing news,

research, a podcast, and Forum. The successful candidate will be the face of Skift and will be responsible for meeting all goals. You will be highly visible in the market, attending industry events, meetings, and conferences and selling Skift's extensive product offerings, including premium event sponsorships, custom content, and digital advertising. The ideal person will have 7+ years of media sales experience. This position is remote from UAE/Saudi region and requires a high level of coordination and communication skills to be successful. You must be able to work independently, meet goals, set tasks promptly, join meetings via video, and the ability to be flexible with your hours to accommodate special events, projects, and internal meetings.

Some of What You'll Do

- Maintain a robust sales pipeline, nurturing leads and closing deals
- Engage industry clients throughout Middle East, laser-focused on opening new opportunities
- Develop and pitch winning proposals
- negotiate deals: Be an expert on all Skift products, custom content, sponsorships, and digital advertising and subscriptions
- Work closely with Skift sales leadership on all deals
- Attend industry events and conferences and Skift events as required

The Experience You Bring

- 7+ years of media sales or similar experience, preferably in travel
- Excellent communication and presentation skills
- A track record for meeting and exceeding sales goals
- Remote work, experience with US/UK-based teams
- Command of English essential
- Command of Arabic a plus

How You Work

- You are proactive and motivated to meet and achieve goals
- You work well under pressure
- You maintain a positive attitude; and are eager to learn and grow.
- You exercise astute and ethical judgment in your everyday actions.
- You form successful and strong work relationships and interact professionally and respectfully with prospects, clients, and teammates

Bonus Point

- Knowledgeable and passionate about the travel industry

Skift's culture is diverse, very cohesive and full of people who love what they do and bring the best of them to work. We are remote but very connected and caring about each other.

PLEASE SEND US A COVER LETTER ALONG WITH YOUR RESUME when you apply through our application system. An Equal Opportunity Employer, Skift celebrates diversity and is committed to creating an inclusive environment for all employees. Our goal for our team and our culture is to reflect the diversity of travelers around the globe. We welcome applicants from all life experiences and encourage members of traditionally underrepresented backgrounds to apply, including people of color, women, people with disabilities and LGBTQ+ people.

Here's What You Can Expect Next

If you apply and are selected to interview, a Skift team member will reach out to you to schedule a time to connect

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Londoncareerhub Jobs , , United Arab Emirates Londoncareerhub ↗](#)
2. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Investmentbankerjobs Jobs , , United Arab Emirates Investmentbankerjobs ↗](#)
3. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Russiajobs Jobs , , United Arab Emirates Russiajobs ↗](#)
4. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Petsjobs Jobs , , United Arab Emirates Petsjobs ↗](#)
5. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Socialnetworkingjobfinder Jobs , , United Arab Emirates Socialnetworkingjobfinder ↗](#)
6. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Torontojobs Jobs , , United Arab Emirates Torontojobs ↗](#)
7. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Filmjobs Jobs , , United Arab Emirates Filmjobs ↗](#)
8. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Nursejobsnearme Jobs , , United Arab Emirates Nursejobsnearme ↗](#)
9. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Taiwanjobs Jobs , , United Arab Emirates Taiwanjobs ↗](#)
10. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Automationjobs Jobs , , United Arab Emirates Automationjobs ↗](#)
11. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Thehiredjobs Jobs , , United Arab Emirates Thehiredjobs ↗](#)
12. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Denverjobs Jobs , , United Arab Emirates Denverjobs ↗](#)
13. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Searchnzjobs Jobs , , United Arab Emirates Searchnzjobs ↗](#)
14. [Sales Manager, Media & Sponsorships - Remote UAE/Saudi Free-job-postings Jobs](#)

, , United Arab EmiratesFree-job-postings ↗

15. Sales Manager, Media & Sponsorships - Remote UAE/Saudi Therapistjobs Jobs , ,
United Arab EmiratesTherapistjobs ↗

16. Sales Manager, Media & Sponsorships - Remote UAE/Saudi Swedenjobs Jobs , ,
United Arab EmiratesSwedenjobs ↗

17. Sales Manager, Media & Sponsorships - Remote UAE/Saudi Beijingjobs Jobs , ,
United Arab EmiratesBeijingjobs ↗

18. Sales Manager, Media & Sponsorships - Remote UAE/Saudi Neurologistjobs Jobs
, , United Arab EmiratesNeurologistjobs ↗

19. Sales manager, media & sponsorships - remote uae/saudi Jobs , , united arab
emirates ↗

20. AMP Version of Sales manager, media & sponsorships - remote uae/saudi ↗

21. Sales manager, media & sponsorships - remote uae/saudi , , united arab
emirates Jobs ↗

22. Sales manager, media & sponsorships - remote uae/saudi Jobs , , united arab
emirates ↗

23. Sales manager, media & sponsorships - remote uae/saudi Job Search ↗

24. Sales manager, media & sponsorships - remote uae/saudi Search ↗

25. Sales manager, media & sponsorships - remote uae/saudi Find Jobs ↗

Source<https://ae.expertini.com/jobs/job/sales-manager-media-sponsorships-remote-uae-s--united-arab-emir-rippling-411-131800/>

Generated on: 2024-05-01 by Expertini.Com