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# Example of Advertising Sales Executive Job Description

Our company is growing rapidly and is hiring for an advertising sales executive. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for advertising sales executive

* Manage a strong sales territory covering France, Belgium, Luxembourg and Switzerland
* Sell print and online Naturejobs advertising to scientific recruiters across France, Belgium, Luxembourg and Switzerland
* Manage a strong sales territory covering the UK and Ireland
* Sell print and online Naturejobs advertising to scientific recruiters across the UK and Ireland
* Set up and make face-to-face calls with advertising agencies and clients in order to present and close deals
* Develop digital/print ad sales media plans, based on RFP's, research, and recommendations
* Partner with Client Solutions/Market Development, Territory Account Executive(s)and Account Manager(s) on day-to-day activities within account base
* Work to build consensus with sales support, sales management, vertical specialists and other internal departments regarding strategy and execution of results oriented advertising plans
* Manage relationships with programmatic clients
* Proactively prospect, qualify, grow and maintain all sales activities, from lead generation through close within the real estate category

## Qualifications for advertising sales executive

* Valid driver’s license required and must be able to drive and must comply with Company’s Driver
* Background in media marketing B2B sales
* Inside sales of advertising and/or Internet sales a big plus
* Knowledge and understanding of the sales process, ROI, SEO, SEM
* Successful work history marked by achievements
* Strengths and business competencies that include customer focus, problem solving, drive for results, motivated self starter, business acumen, listening, communication and presentation skills, priority setting, decision quality, negotiating, integrity and trust