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# Example of Advertising Sales Executive Job Description

Our company 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

* Sell print and online Naturejobs advertising to scientific recruiters
* Explain to clients how advertising on the site will promote their products or services effectively
* Develops partnerships with local businesses providing assistance in reaching their
* Build and maintain a strategic portfolio of strong relationships with new and existing clients
* Inform new opportunities and ongoing business development strategy through deep knowledge and understanding of the market and trends
* Collaborate with sales, marketing and product teams to build integrated packages and tailored proposals that map to clients’ objectives
* Maintain accurate sales forecasts, track performance and assist in pipeline management
* Manage client relationships, expectations, and delivery of ROI, in partnership with product teams
* Primary responsibility is to drive product penetration, upsell and retention of Accounts through the combination of acquiring new business and increasing current client spend while increasing client satisfaction
* Develop relationships at local dealerships and build strong partnerships between our organization and the rooftop

## Qualifications for advertising sales executive

* Native level Japanese and fluency in English communication skill (both verbal & written) is required
* Excellent understanding of digital media and web knowledge
* You would have strong face-to-face, phone-based communication and presentation skills
* This is a 1-year contract position with the opportunity of permanent conversion thereafter
* College degree with 1-2 years of sales experience preferred
* Knowledgeable of digital products and applications, such as digital display and social media marketing