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# Example of Advertising Sales Manager Job Description

Our company is growing rapidly and is looking for an advertising sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for advertising sales manager

* Work with our editors, society partners, and other stakeholders to migrate print recruitment to digital while optimizing revenue and minimizing disruption
* Provide input to improve functionality, customer experience, and overall operational aspects of career centers sites
* Work with the Business Develop team and other stakeholders to develop a strong pipeline of society recruitment partners, make compelling society pitches and win new business
* Provide financial evaluation and strategic input in the creation of advertiser incentive deals that influence advertiser behavior
* Collaborate with department heads on new revenue initiatives to develop advertiser incentive contracts and prove out profitability – video, digital partnerships, licensing, branded content, content syndication, events
* Devise and oversee implementation of negotiated deal terms to key partners within the organization
* Serve as the business partner to senior sales and finance management, communicate forecast, trends and contract incentive assumptions
* Prepare budget and operating review materials/presentations and manage ongoing reporting against budget and investment objectives
* Oversee ad pricing and rate negotiations to maximize revenue through price and volume
* Manage Associate Finance Manager or Finance Analyst in NY liaise with offshore finance team

## Qualifications for advertising sales manager

* Demonstratable track record in successfully penetrating and growing B2B accounts
* A minimum of five years’ media sales experience with a strong understanding of both digital and print media
* Demonstrable full-time experience at a leading media company within sales
* 100% Sales person with business mindset
* Experience in Brand partnerships and 360 deals preferred
* Experience working internationally essential