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# Example of Advertising Sales Manager Job Description

Our company is growing rapidly and is looking to fill the role of 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

* Extensive knowledge of the BPS vertical, to the extent that you can become a trusted advisor to your clients
* Willingness to travel and ability to organize trips effectively
* Prepare pitching document and proposals
* Achieve company assigned sales target in print and digital
* Complete tasks and projects in a timely manner
* University graduate with at least 3 years proven track record in sales, preferably in the field of B2B trade publications
* Excellent in both written and spoken English & Chinese
* Proactive, result-oriented and persistent
* Have and promote customer obsession
* Consistently exceed assigned sales targets through selling to key CPG and agency partners

## Qualifications for advertising sales manager

* Prior experience in working with societies and professional associations
* Strong forecasting and financial management skills
* Track record of performance and ability to achieve and improve results
* Good working knowledge of Microsoft Office – Excel, Word, PPT
* Minimum 5+ years’ sales experience with a proven track record growing revenue
* Leverages multiple Wisconsin Media USA TODAY NETWORK resources and partners to develop optimal client solutions including print and digital products