Example of Advertising Sales Manager Job Description

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Our innovative and growing company is looking to fill the role of advertising sales manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for advertising sales manager

- Owns providing analysis support to the reviews with partner teams
- Monitor the team's performance, identify and celebrate achievements and help develop areas of focus
- Motivate sales representatives to succeed, manage program day-to-day activities, training, logistics & other activities as required
- Directs other executives accountable for achieving significant sales
- Hosting of client entertaining events focused on group running and cycling outings catering to Los Angeles-based partners
- Achieve sales goals for print and digital advertising in magazines and weekly newsletters
- Collaborate with other teams across regions including corporate account managers, membership, key leaders program, digital marketing, and editorial staff
- Call established customers, prospects, and leads
- Develop advertising plans and proposals
- Travel to several conferences each year to call on prospects in person

Qualifications for advertising sales manager

- Minimum 5-8 years demonstrated success in Digital Media Sales Management
- Experience managing and leading a team of sales managers and sales reps

knowledge
- Proficient in CRM Systems, preferably salesforce.com
- Established relationships with relevant clients/agencies in NY & Americas region
- Providing weekly status reports to the account director