



Example of Digital Media Sales Job Description

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Our company is growing rapidly and is looking for a digital media sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for digital media sales

- Manage and grow existing client base
 - Partner with SVP and Marketing teams to create marketing programs and monitor overall strategy to drive advertising and revenue objectives
 - Assist with prospecting strategies with Local Sales Managers and Account Executives, support GM's, LSM's and AE's by attending sales presentations and assisting in digital sales proposals, work with market managers and Account Executives to identify key accounts and growth categories for digital opportunities
 - Execute consultative sale methodology in accordance with corporate and regional standards
 - Contribute to the development of Network Security, Digital Media & Mobility by advertising lessons learnt within the region and by supporting the Product groups in developing/driving Network Security, Digital Media & Mobility solution
 - Lead the development of regional or local partnerships with external suppliers/partners, when necessary
 - Support solution delivery to bring in forecasted revenue
 - Manage and develop a strong, existing account list
 - Identify and evaluate digital advertising opportunities, trends, technologies, and best practices
 - Responsible for the day-to-day management and selling of advertising campaigns to CPG clients and agencies
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- At least 2 years of Jewelry/Watch category experience
- Must be proficient in AdBook (inventory management) and Salesforce (business management), two primary tools required to manage performance to goal
- Bachelor's degree from a four year college or university and a minimum of two years related experience and/or training
- Minimum of 5 years of consultative field selling experience
- Must have a minimum of 8 years of experience in digital media sales, including four years in a leadership position
- Must have a minimum of 3 years in enterprise selling, and be comfortable in a long-term sales cycle