



Example of International Sales Job Description

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Our company is searching for experienced candidates for the position of international sales. 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 international sales

- Provide post-buy analyses as required
- Help set pan-EMEA ratecards with commercial development team
- Liaise with other Discovery and Eurosport international sales operations on pan-regional & global deals
- Create and help execute 360 deals including events, promotions and digital with appropriate members of Discovery and external suppliers
- Work seamlessly across all EMEA deals/ clients
- Ensure all deals are in keeping with Discovery and Eurosport brand values
- Ensure all deals are compliant with relevant regulatory bodies
- Represent all Discovery and Eurosport brands in relevant trade forums
- Collaborate with internal/corporate depts
- Qualify and initiate contact with potential customers at all levels (Headquarters in US, all companies)

Qualifications for international sales

- Experience working for a leading media organisation within sales
- 3 years International Services experience
- MBA with a specialization in international business
- 5 years of International Services Sales experience
- Demonstrates proficient knowledge of international services
- Demonstrates understanding of global market