

## CURRENT OPENINGS | DE

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Job Title: **Sales Manager**  
Department: **Sales**  
Location: **Munich, Düsseldorf, Hamburg, Germany**

## ABOUT ADCONION

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Adconion Media Group is the largest, privately held independent global audience network and intends to position next to Google and Yahoo! Dedicated to true partnerships with agencies and marketers, Adconion arms agencies with customized technology and products designed in-house while delivering massive global reach across multiple platforms through a single network. The company provides innovative products and high ROI for advertisers and competitive revenues for publishers. Adconion reaches nearly 300 million unique users worldwide; 1/3 of the total global Internet population. In the U.S. Adconion grew faster than any other network – 62.3% – in the year ending November 2008, according to comScore Media Metrix. Adconion is an international leader in evolving the ad network model to create, distribute and monetize video content via its video syndication product, AdconionTV, and branded content development and distribution arm, wholly-owned subsidiary RedLever ([www.red-lever.com](http://www.red-lever.com)).

The holding company is a UK company with corporate offices in the UK, Germany and the US. We have sales and media offices around the globe including Germany, France, Spain, Canada, the UK, the US, and Australia with more coming soon. Most recently, Adconion completed a record US\$ 80 million of funding, and acquired Frontline Direct, a US based email and database marketing specialist. We won the Investor AllStars award for 2008 “Deal Envy of the Year” in addition to being named to the Library House list of the hottest 100 private mediatech companies in Europe. Adconion is a member of the International Advertising Bureau (IAB) and a founding member of IASH Europe.

## THE POSITION: SALES MANAGER

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Are you an online media sales professional with a flair for winning hearts and minds? Do you want to work at one of the most progressive online advertising companies? Do you love interacting with people and hyper-growth entrepreneurial environments?

Adconion is looking for talented and motivated sales professionals, ideally with online advertising experience, though exceptional candidates from an offline background will also be considered. Reporting to the Commercial Director, the Sales Manager is tasked with building long-term, solid relationships with agencies and direct clients on both new and existing business. In addition, the SM role includes formulating strategies to further develop current clients as well as innovative ways to target and win new business. Sales Managers will have the opportunity to manage, develop and grow their team further upon successful achievement of revenue targets

## KEY RESPONSIBILITIES

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- Achieve quarterly sales goals
- Provide proactive day-to-day communication and an outstanding level of client-service to Adconion’s existing clientele; be responsible for campaign implementation, management and provide custom reporting solutions
- Respond to campaign briefs and requests for proposals (RFPs) sent by clients and prepare campaign offers
- Accurately enter new leads, contacts and campaign information into the AMG systems



- Provide accurate and complete trafficking instructions to the Campaign Manager to ensure 100% on-time campaign implementation and delivery
- Monitor campaign discrepancies and trouble shoot issues with AMG Campaign Management and clients
- Coordinate and attend client entertainment events

## REQUIRED SKILLS/EXPERIENCE

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- Degree-level education or equivalent experience
- Demonstrable experience of on/offline sales
- Comfortable selling complex deal structures
- Experience of Agency Account Management and contacts essential
- Excellent written, verbal, presentation and negotiation skills
- Bright, charismatic, inspirational with the ability to win credibility internally and externally with clients
- Minute attention to detail and ability to prioritize and to focus on multiple tasks in a high pressure environment
- Proficient in Microsoft office suite & web browsers
- Fluent in German and English verbal and written communication skills; additional knowledge of other languages is a plus
- We are only able to consider applications from candidates who have permission to work in Germany

## WHAT YOU SHOULD BRING AS WELL

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The successful candidates will thrive in a competitive and fast-moving entrepreneurial business environment while adhering to high ethical standards; will exhibit confidence, empathy and intelligence in discussions with business owners and marketing executives; will devote significant off-the-job time to improving their understanding of the online advertising world; will interact in a co-operative and friendly manner with co-workers; and will perform at a consistently and high level with minimal need for supervision or management. You must have a degree (or equivalent) and demonstrable work experience in addition to proficiency in MS Word, PowerPoint and Excel.

If you are focussed, energetic, and looking to make a difference in your next career move - genuinely excited by the opportunity to stamp your mark within this company that has ambitious plans for expansion we would like to hear from you!

Please send your resume along with a cover letter and salary requirements to [jobs-de@adconion.com](mailto:jobs-de@adconion.com). **Please indicate 'Sales Manager' in the subject line.**

