

## Current opening

---

Job title: Sales Manager  
Department: UK Advertising Sales Team  
Location: London, UK

## About Adconion

---

Adconion Media Group is the largest privately held independent advertising network in the world. Our plan for the future is to position Adconion amongst Google and Yahoo! in terms of reach and revenue. 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. The Adconion network delivers internet and mobile ads using its own technology that provides innovative products and results for advertisers and competitive revenues for websites. Find out more on our website at [www.adconion.com](http://www.adconion.com).

## The Position: Sales Manager, UK Advertising Sales Team

---

The Sales Manager role is responsible for achieving online advertising sales revenue targets in the advertising sales team for Adconion. The role is an online advertising sales role, working with an existing client base (agencies & advertisers) and recruiting new clients to advertise across the Adconion Audience Network and Joost Video Network.

### Key Success Criteria

- Achievement of individual budgets
- Achievement in contributing to overall team budgets
- Ability to develop & execute against Agency & Client Business Plans.
- Maximise share of revenue & yield generated from your assigned team territory.
- Development of effective, long terms agency and client direct relationships
- Understand intrinsically Adconion's Technology platform to present the benefits & features to Agencies & Clients.
- Manage & lead an effective working relationship between sales, client service and ad operations.

### Key Business Responsibilities

- Sell (by way of consulting) online solutions to your agencies.
- Develop 12mth Business Plans for designated Agencies / Clients.
- Develop supporting & long terms relationships with all you designated media buying agencies & clients direct.
- Forecasting of expected revenue against budgets for each client.
- Manage sales opportunities & generate sales leads.
- Grow the base of advertising customers within your designated Agencies.
- Facilitate the sales processes to ensure your client base is informed with product knowledge.
- Be responsible for the day-to-day management of campaigns & clients

## Who should apply?

---

### Experience

- Proven successful organisation and administration skills.
- Experience in understanding a commercial business & running a small team.
- Customer service experience.
- 2years minimum in relevant industry role, including Digital Sales.

### Skills

- High customer focus.
- Ability to develop strong, lasting client relationships.
- Excellent sales & negotiation skills.
- Highly developed interpersonal skills.
- Ability to gain excellent product, competitor & market knowledge.
- Strong initiative, resourcefulness & willingness to learn and be taught.
- Good communication skills – verbal and written
- Power Point, Excel, Word & Outlook skills mandatory.
- Excellent planning and self organisation discipline.
- Leadership attributes to help manage a team of people to achieve results.
- Results/goal oriented.

### Competencies

- Customer focus.  
Investigates and takes action to meet customers' current and future needs.
- Communication skills  
Writes, speaks and presents information effectively and persuasively across communication settings.
- Action oriented  
Pursues work with energy, drive and a strong accomplishment orientation.
- Drive for results  
Continually focuses on achieving positive, concrete results contributing to Adconion's success.
- Planning, organising and coordinating  
Efficiently develops and implements plans to accomplish goals.
- Business Planning & forecasting  
Strategically develops accounts and manages forecasts against budget.
- Sales & Negotiation Skills

## Interested?

---

If you are focused, 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!