



## Digital Advertising Sales Manager- March 2020

We are looking for a digital sales professional with a proven record in sales achievement to join our APAC sales team and develop sales activities in East Asia.

### Job description

The successful candidate will:

- Provide market analysis and identify key players of online advertising in local markets
- Define and implement the sales strategy for the markets
- Manage, evaluate and arbitrate among the existing partnerships for efficiency and ROI
- Identify new opportunities for revenue growth. Prospect, negotiate and sign new partnerships with local resellers, Trading Desks, Media Agencies, Advertisers & other demand sources
- Oversee inventory management; forecasting, pricing, and yield optimization to maximize revenue
- Reporting and forecasting of the monthly results

### Qualifications

- Bachelor's degree or equivalent experience.
- Minimum 2-3 years experience as sales in the digital advertising industry ; video focus greatly preferred
- Experienced in working with media agencies / advertisers.
- Good understanding of digital advertising landscape in the markets.
- Team player, open to collaborative sales process. Ability to work closely with business developers, marketing, ad ops and legal to deliver proposals and timely responses to clients
- Proven track record of meeting quota
- Fluent in English and Korean Language

Additionally, our ideal candidate will have the following attributes:

- Strong oral and written communication skills with a focus on time management and organization.
- Strong presentation and negotiation skills
- Ability to think outside the box and come up with solutions
- Japanese language is optional but greatly preferred

### Information about the job

Location: South Korea

Position: Contractor

Start date expected: End of March