

Media Sales Manager

- **Location** - Dubai
- **Updated** 19 August 2017
- **Category** Sales & Commercial

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Here at UDMS we are passionate about delivering the best possible response for our customers. One of the ways we achieve this is through our specialist recruitment sales teams. Each team is made up of lots of people who do different things but they have these common traits:

- They are professional, confident and authentic
- They are self-motivated and take initiative
- They seek to educate their clients and colleagues with relevant market insight
- They collaborate with their clients and colleagues to improve results
- They want to become experts in their field.
- Candidates must have at least 3yrs media sales experience.
- Must have experience working with automotive, F&B and Hotel clients
- Strong organisational and administrative skills
- Candidates in the UAE will only be considered for this position
- Must have experience of selling digital
- Resilient, hardworking and dedicated.
- Outstanding communication and negotiation skills - Resilient, hardworking and dedicated.
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If this sounds like you, then we would love to hear from you.

The Candidate:

We are looking for a highly motivated, hardworking and dedicated individual to join a great team. The candidate must have at least 3-years media sales experience. Furthermore, my client will only look at candidates who have experience working with automotive clients.

Responsibility includes:

Achieving revenue goals while increasing revenue with existing clients, and recruiting new ones
Proactive client acquisition and management of a portfolio of clients including media agencies, large companies and institutions.

Drafting creative business proposals in collaboration with the different support functions in order to best meet client's needs.

The construction of commercial offers and partnerships for clients in the region.

Approaches potential clients through new leads, cold calls, existing relationships, promotional events, or other means.

Hones and delivers a skilled sales pitch to potential clients, either by phone or in person, in an effort to secure a sale.

To enable you to achieve these high standards, you will have access to market leading training courses and on the job coaching. Your performance will be rewarded through monthly commission and performance-related pay reviews at 12, 18 and 24 months.

As well as this, we will provide the best performers with tailored career development opportunities across sales and management.

Other Information You Will Need to Know:

We offer a competitive starting salary plus up to 40% commission and performance pay reviews as explained above.

UDMS offers a generous annual holiday entitlement of 25 days, (plus bank holidays) which increases by 1 day for every year of continuous service to a maximum of 30.

Our other benefits include, (but are not limited to) a flight back to your home country upon successful completion of a 6month probation period.

If you want to work in a driven and engaging environment, with fantastic career opportunities and the best people in your markets then UDMS will give you this opportunity.