

Connect Ads is NOW Hiring!
Sales Manager
Dubai, UAE

Focus on maximizing revenue coming into Connect Ads from media agencies and direct clients, lead optimization efforts and improve campaign set up.

Responsibilities

- Lead a talented and high-performing team; provide mentorship, guidance, and career development.
- Conduct reviews, create up-selling opportunities and drive for renewals.
- Plan educational sessions with account directors and planners on agency and client levels.
- Maintain a close relationship with partners/publishers.
- Lead optimization efforts and improve campaign set-up, monitor the performance and advise on necessary optimization steps.
- Be accountable in Product Adaption across agency teams and strategic clients to increase the STR.
- Work closely with AEs/client partners on Pre and Post sales opportunities and help with deck preparation.
- Work closely with our business stakeholders (clients and agencies) on IO up weight and Campaign extensions.
- Personal development to become performance expert and be able to execute campaigns effectively.

Qualifications

- 6+ years of relevant Account Management experience
- Online/digital media Experience
- Able to articulate digital technologies in a simple context
- Great communication, presentation, and negotiation skills
- Able to handle multiple priorities
- Expert in Excel and reports
- CRM and Sales force experience is a plus

To apply, send your CV via email to careers@connectads.com with the job title in subject line.