

Job Description – UzoneMedia Pte. Ltd.

Title: Director of Media Sales

Based at: UzoneMedia Pte. Ltd. (Singapore)

Scale and territory: Singapore

Job purpose: Expand Singapore iMMN Media sales, forge and maintain relationships with media agencies and specialist agencies.

Key responsibilities and accountabilities:

- Develop and drive Out of Home media advertising sales strategies and set overall sales objectives.
- Develop and manage customer portfolio for UzoneMedia's iMobile Media Network Digital Advertising Channel.
- Develop and manage media sales and revenue projections that adhere to company objectives.
- Prepare proposals for Agency/direct client presentations.
- Actively manage the client relationship and function at the senior-level, day-to-day contact point for existing and new media & advertising agencies.
- Address customer strategic business needs and build business cases
- Compile and coordinate research data and media/marketing information relevant to media business.
- Analyze campaign data and prepare recommendations for meeting and exceeding client goals.

Qualification/Specific Job Skills:

- Comprehensive advertising/media industry knowledge
- Substantial client and agency contact.
- Minimum 5 years of proven track record in advertising/media sales
- Sales-motivated, target-driven & highly energetic
- Excellent communication, negotiation & presentation skills
- College or University graduated with Advertising, Marketing or related programs

- Mutil-international company work experience is preferable

Personality: Result oriented, motivated quick learner. Self-driven with a positive outlook and attitude. Reliable, tolerant, and determined. Comfortable with being held accountable for decisions, and happy to use his/her extensive experience to resolve daily issues.

Literacy and Numeracy: Understands basic financial calculations eg. profit and loss calculations, , gross margin percentages, ROI. Self-learner for new concepts and technologies.

Business Skills: Good with face-to-face, over the telephone and written communicator. Demonstrated success and experience in the job field.

Personal Situation: Mature and domestically secure.