



Sales Manager, Berlin

Myspace, the online space which has revolutionized the way people interact, communicate, and discover pop culture, is seeking a sharp and enthusiastic Sales Manager to join the team.

The ideal candidate will have a proven track record in online sales. We're looking for someone with a consultative sales approach who is pro-active in driving revenue and increasing client base. You must be results-driven, have strong analytical skills and be committed to creating new business opportunities. The media sales professional is expected to understand and be able to articulate the overall business objectives of the Myspace sales organisation, and the Myspace value proposition to the advertising community. This role will primarily be responsible for the generation of revenue and sales of online advertising for Myspace.

Responsibilities Include:

- Proactively prospect, qualify, and grow an account list with agencies and direct clients.
- Hit target revenue goals in defined accounts.
- Develop and cultivate relationships with media planners and buyers.
- Maintain expert knowledge of online marketing landscape and trends and be able to convey that expertise to clients.
- Work closely with customers to analyse and optimize creative/media campaigns.
- Create and implement strategies which drive client satisfaction, revenue growth and client retention.

Qualifications/Experience:

- Strong media sales experience, with experience in new business sales.
- Relationships with decision-makers at traditional companies and agencies.
- Proven track record of reaching and exceeding sales revenue goals.
- Excellent oral and written communication skills.
- Strong presentation skills, with an emphasis on Microsoft PowerPoint and Excel.

You must be eligible to be resident and entitled to work in the country in which the position is located.

Please email germanyjobs@myspace-inc.com with 'Sales Manager, Berlin' in the subject line to submit your CV.

Due to the high volume of applications we are receiving, we will only make contact with you should we wish to take your application further.