

## **Connect Ads**

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### **Sales Executive - SPOTIFY**

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#### **Connect Ads is NOW HIRING!**

##### **Sales Executive - SPOTIFY**

Generate and maximize revenue by identifying opportunities, promoting offerings and new products to the Media Agencies and Direct Clients.

Reports to the Sales Manager.

#### **Roles & Responsibilities**

- Represent Spotify in market; by pitching its products and business offerings to media agencies and clients
  - Actively sell & educate agencies and clients
  - Proactively identify in-market opportunities for potential pitches
  - Work with cross functional teams to develop comprehensive solutions to address Spotify business opportunities
  - Demonstrate an understanding of the digital landscape and encourage offline clients to switch to online
  - Monitor sales performance and pipeline on a daily basis
  - Achieve personal sales/revenue targets
  - Provide accurate forecasting and pipeline management on CRM.
  - Work closely with the Operations Team to provide a smooth process in campaign setup to complete delivery
  - Responsible to follow up on proposals and negotiate to close sales deals
  - Proactively create strategic recommendations and implement various media solutions for each client
  - Establish a solid relationship with the Agency and expand direct client database
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- Fresh or 1-2 years of experience
  - Lives in Dubai & Worked in sales or Marketing or Advertising is plus
  - Knowledge of online media.
  - Able to articulate digital technologies in a simple context
  - Owning a car is a must