

Connect Ads is NOW Hiring!
Senior Client Partner
Based in Qatar

Looking for a high caliber to manage and develop key accounts. A revenue generating capacity; the role will focus on maximizing revenue coming in from media agencies and direct clients through delivering vast advertising solutions.

Roles and Responsibilities:

- Conduct strategic client meetings with C-Level (CMOs and Marketing Directors)
- Lead Strategic agency meetings with digital heads and Business Unit Directors
- Conduct Quarterly workshops for clients and agencies
- Strategic and proactive planning towards achieving clients' KPIs
- Build close and strong relationships with clients and work closely with agency teams
- Pitch proactively for new opportunities and secure annual deals against clients' yearly plans
- Conduct business reviews on client and agency levels on quarterly, semi-annually, and annual basis
- Acquire new accounts based on current market opportunities and reactivate silent accounts to decrease churn
- Monitor existing campaigns and advise on best recommendations to achieve clients' KPIs and Objectives
- Push for new product activations
- Prepare proactively for seasonal opportunities (Ramadan, Valentine's day, Mother's day, world cup, etc.).
- Dynamically adapt to current restructuring and new position requirements
- Weekly reporting and forecasting to commercial management

Qualifications:

- 5-7 years of experience
- Online/digital media and sales experience
- Able to articulate digital technologies in a simple context
- Creativity and multitasking
- Have transferable Visa

Send your CV via email to careers@connectads.com with the job title in subject line.