

Connect Ads is NOW HIRING!

Senior Sales Account Manager
Doha, Qatar

Looking for a Sales Account Manager for our partner SPOTIFY - A pivotal role in generating and maximizing revenue for Connect Ads, by identifying opportunities, promoting offerings and new products to media agencies and direct clients.

Role and Responsibilities

- Represent Spotify in market; by pitching its products and business offerings to media agencies and clients.
- Actively sell & educate agencies and clients about Spotify advertising opportunities.
- Demonstrate an understanding of the digital landscape and encourage offline clients to switch to online.
- Proactively identify in-market opportunities for potential pitches.
- Work with cross functional teams to develop comprehensive solutions to address Spotify business opportunities.
- Monitor sales performance and pipeline daily.
- Achieve personal sales/revenue targets as defined by the company.

Qualifications

- Bachelor's degree, 3-4 years of experience
- Communication and Presentation skills
- Sales and Negotiation Skills

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