



Out There Media is an international leader in Mobile Advertising. Our know how, technical expertise and creative approach have already been rewarded with an impressive roster of partners and clients, including Cosmote, Vodafone, mobilkom austria group, Ogilvy, Lowe, Initiative, Universal Mc Cann, Sony Ericsson or Coca-Cola. The company is headquartered in Vienna and has offices in Athens, Düsseldorf, Moscow, Kiev, Sofia and Singapore. Today Out There Media has partnership agreements with 20 network operators across numerous countries and reaches over 200 million via its mobile advertising marketplace, Mobucks™. The company's website can be found at www.out-there-media.com.

Advertising Sales Director Ukraine

OVERVIEW

Our management team is experienced, young and eager to hire and promote the best professionals in the market to take our company to the next level, yet we maintain a laid-back culture and entrepreneurial spirit. People who work with us are exceptionally bright and committed and are empowered to constantly grow and move things.

We are looking for an Advertising Sales Director to join our growing team in Ukraine. This is an opportunity to get on the top floor at one of the fastest growing companies in the hottest space in advertising. You should be a highly-motivated self-starter with a strong advertising sales experience (traditional and/or online and/or mobile) and with the desire to build and expand market-share.

PRIMARY RESPONSIBILITIES

- Generate own leads, identify new business opportunities and manage the entire sales process from prospecting and qualifying to closing new business
- Develop business, plan and execute sales actions for our advertising clients and advertising and media agencies
- Provide a consultative, solution oriented sales approach and participate in the creation of innovative mobile advertising concepts
- Assess client requirements, communicate effectively client requirements to internal project team, and prepare proposals and price quotes
- Assume responsibility for revenue planning and budget

EDUCATION AND QUALIFICATIONS

The ideal candidate:

- Has Excellent contacts in the media and advertising industry
- A University degree and a proven success track record
- Is extremely self motivated, able to work independently and proactively
- Is dedicated to deliver outstanding results
- Is engaging, energetic and driven
- Has excellent negotiation and closing skills
- Has proven leadership skills and is able to motivate a team



Minimum Job Qualifications:

- History of successful advertising sales (minimum 5 years)
- Outstanding verbal communication and presentation skill
- Proven winner in competitive selling markets
- Must have strong English verbal and written communication skills
- Excellent skills in MS Office

WE OFFER

- A very attractive remuneration package
- An exciting job opportunity in a market of the future
- To become part of a stimulating, international team
- Exceptional personal growth and career opportunities

Please send your application and CV in English to hr-ukraine@out-there-media.com with the job reference "Advertising Sales Director - Ukraine".