

<b>Job title</b>	Sales Director - Mobile Advertising Network
<b>Reports to</b>	Chief Revenue Officer

**Mission**

JB Monster is the largest referral network in Asia which specializes in referrals to open jobs with top companies in the region. We pay the rate of 20-25% of placement fees for a successful referral which is hired.

**Job Description**

We work with some of the top companies in the world and offer them the candidates through our network. We are currently looking to help one of the world's largest Mobile Advertising Networks.

As a sales director, you will be responsible for creating and delivering the sales strategy for the company's mobile advertising products. You'll play a fundamental role in developing future growth, and provide vision, direction and leadership.

**Duties and responsibilities**

Developing strategy, tactics, sales plans and profit targets.

Delivering sales by developing relationships with strategic partners (ad agencies, mobile developers, etc).

Identifying and reporting on business opportunities in target markets.

Acting as an ambassador and role model for the business.

Increasing market share in existing markets and new business development opportunities.

Achieving targets for revenue, profitability and sales growth.

Provide direction for the sales & media acquisition team.

You'll be office-based, but also spend much of your time visiting clients, partners, and your sales team in the field. You may also need to attend / represent the company in relevant conferences, trade fairs and exhibitions. You may also be conducting similar events for specific requirements and opportunities. Your job will involve travel.

**Qualifications**

Excellent sales and negotiation skills.

Good business sense.

The ability to inspire, motivate and lead a team.

Initiative, drive and enthusiasm.

Excellent communication and 'people skills'.

Good planning and organizational skills.

The ability to work calmly under pressure.

Good IT, budget and report writing skills.

As a sales director, you'll be expected to have good sales and management skills, together with appropriate qualifications. An ideal candidate will be one with minimum of 6 years media sales & marketing experience; online media exposure will be preferred.

Approved by:	JB Monster (on behalf of CEO)
Salary:	10-11,000 MYR
<b>Date approved:</b>	October 14, 2015