

FRENCH MORNING

Junior Digital Ad Sales and Business developer Ninja in Los Angeles or San Francisco.

Are you a go-getter? Do you like talking to people? Helping people connect with each other? Are you dreaming to build something big? If this sounds like you, than this may be the job for you!

French Morning is currently in search of a top-notch Junior Sales Manager with superior digital selling skills our LA office. The ideal candidate will have the demonstrated ability to see the “big picture” and work through both strategic and tactical issues and opportunities, the demonstrated ability to set goals, develop and implement action plans to reach those goals.

Responsibilities:

- Developing and implementing opportunities to grow revenue, market share, client satisfaction, and other metrics
- **Actively managing relationships with both medium to large accounts**; must dedicate significant bandwidth to the oversight of these relationships including the negotiation of contracts, etc
- Successfully implementing and executing sales plans
- **Develop relationships and networks with key clients and industry leaders** Enhancing or developing products to meet market demands
- Collaborating with other Sales Managers, Marketing, and other support departments

Requirements:

- **Speak, read, write and understand French culture**
- A minimum 1 years of sales (digital) experience.
- Strong understanding of sales process – including identifying prospects with greatest opportunity, managing a pipeline, pre-call planning, presentation, negotiation, post-sale efforts and ongoing account management
- Proven experience leading the sales efforts of major accounts by managing current business and growing new business
- **Thorough knowledge of internet display advertising including Desktop, Mobile, Video, Social Media.**

- Strong, positive leadership style with the ability to manage and lead in a dynamic business environment, internally and externally Integrity, honesty, and a competitive team oriented sales spirit
- Ability to manage multiple priorities in a fast-paced environment

Compensation:

- Good Base + Commission
- Uncapped Commissions!
- Paid Holidays

All working visa accepted. (OPT – J-1 – Green Card)

Send you resume at: jobs@frenchmorning.com