



## Sales Manager, India

adsmobi is a mobile media buying platform that focuses on placing successful mobile campaigns for mobile advertisers. Adsmobi delivers premium advertising traffic for advertisers through partnerships with leading mobile mediation and optimization platforms.

We have an immediate opening for a Sales Manager, India to join our sales team. As the key contact for adsmobi's advertisers, you will be responsible for delivering a client experience second-to-none, as well as selling (and up-selling) new and existing clients. Your main focus will be on growing existing business through campaign management and relationship building, but you will also increasingly work with the Account Managers to identify and grow new business, along with providing product feedback and industry insights to sales teams and your clients.

Sales Managers work under the supervision of Regional Directors. You will be responsible to identify our current clients' business challenges, as well as create a pipeline of new clients. You will also be responsible of educating and informing the clients on the current and future Adsmobi products. A Sales Manager is engaging and personable, analytical and proactive, and energetic and creative. You need to be self-starter focused on customer service, ideally with a sales background in digital media. Your main focus will be on growing existing business through campaign management and relationship building, but you will also increasingly work with the Industry Managers to identify and grow new business, along with providing product feedback and industry insights to sales teams and your clients.

### Primary Responsibilities:

- Proactively contacts new and existing clients and educates, proposes and secures Mobile Advertising campaigns.
  - Drive revenue by actively closing deals with advertisers and agencies
  - Expand the number of Agencies actively doing business with Adsmobi
- Acts as primary point-of-contact for the client during advertising campaigns.
- Work on RFP responses with the Regional Sales Manager.
  - Create custom plans and proposals in response to Agency RFP's
- Leads day-to-day management and optimization of client campaigns.
- Upsells client on future and larger advertising opportunities with Adsmobi
- Masters and maintains vast knowledge of client's business, competition, and latest industry news and trends.
- Evangelize Mobile to the advertising community

### Background and Qualifications:

- Bachelor's degree with 5+ years of digital advertising experience.
- Strong media sales and business-development. Online sales experience preferred
  - Knowledge of Advertising Agency Family Tree
- Experienced in actively closely deals from start to finish; cold calling, creating proposals, negotiating IO and closing
- Experienced with running/overseeing/managing interactive advertising campaigns.
  - Agency experience in media planning and buying
- Solid commitment to sales and customer service with good interpersonal skills, initiative and follow-through strong quantitative skills.
- Extremely organized and highly motivated.
- Excellent verbal/written communication skills.
- Experience giving presentations to clients.
  - Excellent presentation skills both verbal and written
- Proven record of effective digital advertising sales
- High energy levels, drive and resilience.

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