



Sales Manager West Coast USA

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, USA to join our sales team. The perfect candidate will contribute significantly to the number of advertisers leveraging the adsmobi mobile network of publishers. S/he must be a self starter with an entrepreneur's spirit willing to educate, evangelize and close mobile media deals in the advertising community.

Sales Managers work under the supervision of Regional Directors. Based in San Francisco, you will be responsible to create a pipeline of new clients as well as identify our current clients' business challenges. 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.

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
- Create custom plans and proposals in response to Agency RFP's
- 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 2+ years of digital advertising experience
- Proven record of effective digital advertising sales
- 2 - 3+ years experience in media sales in mobile or Digital Media
- Knowledge of US Agency Family Tree
- Agency experience in media planning and buying
- Strong vision for mobile marketing development and revenue growth
- Excellent presentation skills both verbal and written
- Experienced in actively closing deals from start to finish; cold calling, creating proposals, negotiating IO and closing

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