



Position Description

Position Title : **Manager, Advertising Sales**
Division : **Discovery Japan**
Location : **Tokyo**
Department : **Eurosport Advertising Sales**
Reports to : **VP, Eurosport Advertising Sales**
Band : **Band 5**

General Summary:

- Responsible for selling and digital advertising packages across Eurosport to advertisers & media agencies in Japan.
- A dynamic & highly motivated sales individual to maximize revenue by unlocking media buy investments from agencies and advertising brands.
- The client servicing candidate must have a proven record of exceeding sales targets, as well as ensuring strong client-agency relationships.

Key Responsibilities:

- Achieve and exceed sales revenue targets and maximize profitability.
- Negotiation of all agency and client deals within account/brand portfolio that delivers increase in sales with existing accounts.
- Identify & develop new sales leads with a drive to grow revenue streams.
- Produce sales reports & forecasts, analyze market & sales trends, coordinate activities to increase revenue & market share and monitor sales performance to exceed established revenue plan.
- Devise and lead a calendar of trade marketing initiatives that will impact revenues from the agency portfolio across all relevant departments, including sales presentations, advertiser pitches, research initiatives and hospitality opportunities.
- Identify and take new sales opportunities to market and explore new revenue streams across both TV and Digital.



- Oversee day-to-day performance of advertising partnerships and integrate across internal departments (Programming, Research, Creative, Marketing, Communications) to ensure collaboration & optimization to develop successful campaign solutions.

Requirements:

- Strong negotiations skills and proven ability and experience of setting sales strategies and exceeding sales targets.
- Demonstrated ability to effectively pitch and sell to senior executives.
- Experience of dealing directly with brand marketers & advertisers.
- Demonstrated ability to analyze clients' needs & identify creative solutions.
- Financial understanding & ability to make calculated revenue forecasting.
- Excellent communication & interpersonal skills with solid business acumen.
- Proven record of developing & maintaining effective client relationships.
- Resourceful, effective presentation skills & flair for business development.
- A team player with a high level of energy, focus and commitment.
- The ability to work under pressure and deliver on KPI targets.
- Ambition and determination to succeed.
- Confident with convincing presentation skills and an outgoing personality.
- Excellent command of written & spoken Japanese and English with additional languages an advantage.

