



Senior Sales Executive – Digital Media

TEN - SYDNEY

Network Ten has an opportunity for a Senior Sales Executive to join a fast growing Digital Media Sales Team in Sydney. TENs Digital business is an important part of the network strategy and has seen significant investment and growth over the last 2 years with much more to come. Reporting to the Head of Sales for Digital Media, this role is responsible for:

- Managing a diverse client portfolio and identifying new client opportunities
- Achieving budget expectations and event revenue targets
- Participating in sales negotiations and overseeing contracted revenue
- Resolving issues and managing client expectations
- Establishing and maintaining strong professional relationships, both internally and externally
- Prospecting and qualifying new business opportunities to develop new revenue channels
- Liaise with broadcast, digital and production teams covering all aspects of the digital business

To be successful in this role you will need to:

- Be a dynamic, results-oriented individual responsible for identifying, selling and closing the business
- Have a sophisticated knowledge of online advertising and a broad understanding of media
- Have a proven track record of reaching and exceeding targets
- Have existing successful relationships with large advertisers (online and traditional) and have the ability to engage agency decision makers at all levels.
- The ability to prioritise work to meet tight deadlines
- Want to make a difference to a fast growing business and to have some SERIOUS fun along the way

If you feel that your skills and experience are suited to this opportunity and you enjoy the challenge of working within a successful and fast paced team environment, please email your resume to:

Sara Robinson
Network Recruitment Manager
TEN – Sydney
careers@networkten.com.au

Applications close Friday 23rd July 2010
