



Sales Manager Platform Solutions

Prague, Czech Republic · Sales

DESCRIPTION

About the Company

Adform is the independent and open full stack ad-tech platform that encompasses creativity, data and trading, servicing media agencies, trading desks, brands and publishers globally. All of our solutions are modular, and easily inter-operate with all major technologies used throughout the digital advertising ecosystem.

Adform was founded in Denmark in 2002 and is among the world's largest private and independent advertising technology companies. We have over 800 employees globally, with offices in 18 countries throughout Europe, North America and APAC. We work hard, have fun and value intelligent, innovative and creative people who aren't hierarchical. We're passionate about our business and are looking for people who share our approach. This mentality is at the heart of why we've been profitable since our founding and a core part of our company DNA.

Visit <http://www.adform.com> or <http://join.adform.com> for more information.

About Sales Team

Sales Team is responsible for managing relationships with existing accounts as well as developing new business opportunities with media agencies, publishers and advertisers in the region. Driving commercial activities of Adform's solutions including Adform Third Party Ad Serving, Rich Media, DMP and Programmatic solutions. Sales Team member is the first point of contact in relation to any queries the client might have, and account related questions between technical teams, sales and services.

About the role

As a Sales Manager Platform Solutions you will be a part of Adform Sales team and will be responsible for Client's business development in Czech Republic and a few other closely related markets in the region in order to strengthen our business development function.

Key responsibilities:

- Overall responsibility for sales, new business development and account management
- Managing and developing relationships with our existing and new Clients – online media agencies and direct advertisers
- Driving & executing the sales strategy across Adform to engage Clients to the end-to-end platform solutions
- Generating up-sells within existing accounts
- Keeping up to date with recent market and industry trends, strategies, Clients prospects
- Managing and maintaining the opportunity pipeline

REQUIREMENTS

We hope you are/you have

- 3+ years of sales experience in online advertising business in Czech Republic (both commercial and technical knowledge)
- Consistent track record of achieving sales objectives and demonstrable planning and forecasting skills
- Entrepreneurship and networking spirit, proactive, solution-oriented and have had a lot of customer contact in your previous jobs
- Strong relationship management skills and ability to gain respect among clients
- Professionally sales trained and experienced with sales methodologies
- Able to work independently and reach assigned targets
- Good at writing and speaking Czech and English languages

BENEFITS

We offer

- Career opportunities in a fast growing international company
 - Deep knowledge of a progressive and dynamic business area
 - Informal style of communication and management
 - Friendly and social atmosphere in the team
 - Dynamic, inspiring and international working environment
 - Good salary package according to qualification and experience
 - Possibility to attend English courses depending on the need
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