



Sales Partnership Manager

Corporate Communications

Dialogue Communications is looking for an experienced and highly motivated sales personnel with outstanding creative approach in developing sales proposals, media sales packages and handling negotiation processes to drive a successful engagement. A Sales Partnership Manager, will report directly to our Chief Business Officer.

Candidates must demonstrate the ability to lead a sales team and have a strong track record of meeting the sales targets, and engaging in upselling and cross-selling. Providing solutions based on the brief from clients and being hands-on when projects demand it.

You will:

- Creating sales proposals, media sales packages and handling negotiation processes.
- Meeting sales targets, and engaging in upselling and cross-selling. Providing solutions based on the brief from clients
- Contacting businesses and other potential clients to source new leads across all available including in person meeting and social media
- Maintaining strong relationships with existing clients by making sure they are aware of all the advertising solutions offered by the events and working with crossed team colleagues (such as creative, PR, production, marcomm team members) to ensure the partner's objectives are delivered and met.
- In-depth knowledge of the business from various projects or accounts, the market and the products/services offered and presenting this to clients in a way they understand
- Maintain and manage the sponsorship and placement of the adverts meet the wishes of the partner and the event.
- Stay up-to-date on different industries and trends on social media, media planning, and marketing campaigns

You need:

- University degree, any major
- Min. 2-4 years work experience in the sales department preferably a media company
- Strong verbal/spoken and written English communications.
- Strong negotiation to follow up and close the leads
- Project management and time management ability
- Critical thinking, attention to detail, solution based attitude
- High self-motivation and target oriented
- Skill on commercial and marketing campaign
- Ability to collaborate effectively with others.

Share your CV and Portfolio to hiring@dialoguecomms.id