

Role

The Head of Sales France is responsible for managing a pipeline of advertising sales opportunities with account team members. Specific responsibilities include but are not limited to: identifying potential deals within his or her region and developing the tactics and teams needed to close successful business relationship.

The successful candidate will be energetic, persuasive and well organized, and able to demonstrate the ability to sell complex solutions to medium to large companies, and will be comfortable selling six figure deals to agencies, brands and publishers direct.

You will also work closely with the rest of the LoopMe team to define and execute appropriate sales strategies; business development, marketing, technical, ad operations and sales support programs to maximize sales and profitability.

Key responsibilities

- Identify and close advertising partners that are consistent with LoopMe strategy.
- Develop strategic relationships with large agencies and advertisers.
- Manage negotiation and work with legal counsel as required.
- Work with the Sales, Account Management and Operations, teams to implement targeted sales strategy.
- Generate and maintain accurate Account and Opportunity plans.
- Work with internal teams on behalf of clients to ensure the highest level of customer service.
- Interface with technical support internally to resolve issues that directly impact partners.
- Manage multiple business initiatives in a start-up environment.

Key skills & experience

- 5+ years sales experience in mobile, online advertising or ad technology.
- Track record in Advertiser sales and (mobile preferable) advertising experience.

- Comprehensive knowledge of the mobile advertising market: products, players, and technologies.
- English, French proficiency
- Second language Spanish, German, Korean, Chinese or Japanese a plus.
- Strong advertiser contacts at advertising agencies and clients direct.
- Proven experience in marketing and selling products or services in a start-up or early stage, in fast paced environment (preferable).
- Comfortable understanding and explaining a base level of technical information to non-technical people.
- Excellent presentation and communication skills.
- Passion for work and growing businesses.
- An achiever / doer.
- Great team player with strong organizational and planning skills.
- A love of the mobile market.
- Ambition to help build a market leading business.

Education

- Bachelors' degree preferred.
- Relevant masters or MBA a strong plus.