

AREERS – SALES MANAGER

LOCATION: Paris

The Sales Manager is responsible for managing a pipeline of advertising sales opportunities. 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 relationships. 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 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:

- 4 – 6 years mobile, online advertising or ad technology background (mobile preferred).
- An understanding of the mobile advertising market: products, players, technologies.
- Strong advertiser contacts at mobile agencies and app developers, especially games.
- Strong French and English verbal and written.
- Proven experience in marketing and selling products or services in a start-up or early stage, in fast paced environment.
- Comfortable understanding and explaining a base level of technical information to non-technical people.
- Excellent presentation and communication skills.
- An achiever / doer.
- Great team player.
- A love of the mobile market!

Education:

- Master degree preferred.

Benefits:

- Our competitive compensation package offered includes base salary + bonus + stock options. Overall package offered will be commensurate with relevant skills and experience.
- Working in a team that inspires, and works with you to achieve industry changing goals.

About LoopMe:

LoopMe is the leading mobile Demand-Side Platform (DSP) focusing exclusively on full-screen ad formats (interstitials, native, rich media and video) which deliver higher impact and more engaging advertising experiences than non full-screen formats, for both advertisers and publishers. LoopMe uses big data and artificial intelligence to target audiences and optimise campaigns for the best possible results from advertising on smartphones and tablet devices. The LoopMe platform seamlessly integrates with exchanges and publishers' applications including the world's largest apps and games, many of which have achieved over a billion downloads, giving LoopMe massive global reach.

LoopMe was founded by experienced mobile advertising executives Stephen Upstone (CEO) and Marco Van de Bergh (CTO), with the mission to increase the value advertisers gain from mobile advertising by giving them more engaging ad formats that can be made shareable via social media and that not only improves the end-user experience but also delivers better performance for the campaigns.