

## **Director, Sales**

Our Client is a multinational media broadcast organization with one of the most unprecedented brand presence across the globe. They are seeking a business-minded and entrepreneurial sales professional to join the team in taking the business to greater success.

## **Responsibilities**

- Develop sales strategy and plan, with engagement model and financial targets for the Hospitality industry and related F&B channels (Asia Pacific region)
- Drive execution of the agreed plans in collaboration with countries and the assigned sales channels

## **Prerequisites**

- Degree qualifications
- Min. 10 years of sales experience, of which at least 5 were in media/TV
- Preferably with experience selling to the Hospitality and related F&B channels in the Asia Pacific region
- Solid experience in account management, business acumen/analytics, negotiation skills and marketing understanding
- Good understanding of TV/media business
- Good business acumen with strong negotiation skills
- Possess go get mentality, collaborative and independent
- Excellent interpersonal and communication skills
- Travel is required

**All applications will be treated with the highest level of confidentiality.**