

Director, New Market Development

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

- Map market size and opportunities of new/emerging markets in the Asia Pacific region
- Recommend territory focus and engagement models
- Drive sales growth opportunities
- Service customers and renewals, marketing support/finance issues etc.

Prerequisites

- Degree qualifications
- Min. 10 years of sales experience, of which at least 5 were in media/TV, preferably doing affiliate related work across multiple functions
- Experience of working in Asia
- Solid experience in business development, account management and understanding of TV/media business
- Good business acumen
- Possess go get mentality, high integrity
- Excellent interpersonal and communication skills
- Travel is required

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