

Digital Manager

Description

The Digital Manager is an individual contributor role responsible for prospecting and closing sales in GumGum's Market Leading Advertising platform. Reporting to a Group Digital Director, UK, this role is responsible for leading and developing key relationships and strategy across key media agencies and advertisers in the UK. We expect the successful candidate to drive value for our clients through GumGum products & have extensive contacts across the industry. The Digital Manager is a self-motivated individual who can work with internal teams and are committed to achieving and exceeding sales goals while growing GumGum's products in their allocated region. We are looking for candidates with 3+ years' experience in Digital Sales or Media Agency side. Note: GumGum fosters a flexible work environment, offering GumGummers the ability to work either in-office or remotely/from home. However, for occasional in-person collaboration, we kindly ask that this position be located within a 'commutable' distance to our office. #li-remote What You'll Achieve Drive Revenue: Manage and grow a significant media agency portfolio. Prospecting: Boost output from existing clients and find new prospects. Engage actively to drive new revenue. Sales Activities: Conduct presentations, respond to RFPs, and develop innovative sales solutions. Upsell: Showcase the value of contextual and rich media, gaining test opportunities for new products. Relationship Building: Develop deep insights into clients' businesses to provide tailored GumGum solutions. Client Feedback: Offer prompt feedback to the product team to better serve clients. Internal Collaboration: Work with Account Managers and teams to ensure smooth implementation of proposals. Strategic Sales: Assist in developing and executing strategic sales opportunities. Skills You'll Bring 3+ years in digital advertising sales or media agency, with a strong sales track record. Experience with Managed Service and Programmatic solutions. Strong industry reputation and a robust list of contacts. Proficient in PowerPoint, Excel, and Word. Excellent written and verbal skills. Strong connections within media agencies. Organized with attention to detail. Eager, motivated, and passionate about GumGum's products. Extroverted and able to build and grow client relationships. Strategic, proactive approach with flexibility to adapt to changes. Open to change and innovation, continuously growing industry knowledge. Highly motivated team player. What We Offer Learn about our benefits & perks package at gumgum.com/benefits. If you'd like additional information, your recruiter can share more specifics during the hiring process! Please mention the word **FORESIGHT** and tag RNDQuMjQyLjE3NC4yMDE= when applying to show you read the job post completely (#RNDQuMjQyLjE3NC4yMDE=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.remoteok.com)

Hiring organization

GumGum

Job Location

London, England, United Kingdom

Base Salary

\$ 50000 - \$ 75000

Date posted

June 13, 2024

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