

Group Head – Enterprise Sales

Reference ID: VDSPL-01

Experience: 7 years–12 years

Location: Mumbai

Compensation: 13 Lpa

Education Qualifications: Post Graduate

Role: Sales and Marketing

Core Skills: Ad Sales, Business Development, Client Relationship Management

Company website: www.ufomoviez.com

About the Company:

UFO Moviez India Ltd. is India's largest digital cinema distribution network and in-cinema advertising platform in terms of number of screens. UFO operates India's largest satellite-based, digital cinema distribution network using its UFO-M4 platform. UFO has created a pan India, high impact in-cinema advertising platform with generally long-term advertising rights. UFO Framez, an extension of UFO Moviez's in-cinema advertising enables local businesses to reach their audience, and retail advertisers to create, personalise and launch campaigns on local movie screens.

Job Description

- Managing a Team of 2 to 3 Account Managers
- Achievement of Sales Targets/Revenue Generation of each team member and the entire Team
- New Business Development- New Brands on board- First Time advertisers/maximum coverage with clients.
- Client Servicing- Work on timely revert on Briefs/Presentations & Proposals/Post Eval/Reports/Build relationships with the clients/Seeding/Objection handling along with the team
- Timely Collection of all outstanding business within the applicable credit policy
- Tracking Advertisement campaigns of clients & accordingly design/pitch customized cinema campaign for the clients

Domain Knowledge/Skills required

- Knowledge of sales/numbers
- Understanding of media industry & advertising
- Prospect and sell new advertising solutions to clients
- Prepare and present presentations to customers and potential customers
- Problem solver/self-starter

Please email your profile to careers@ufomoviez.com with the above Reference Id in the subject line.