



JOURNAL INTERNATIONAL EXPERIENCE GmbH partners with leading premium brands worldwide to deliver a range of tailored solutions. Our services encompass high-level content marketing solutions with magazines, websites, apps, social media channels and more as well as bespoke customer benefit strategies with a combination of events, offers and privileges created and managed exclusively for our clients.

We are currently recruiting for an exciting and potentially career-making role working on the award-winning Centurion and Departures magazines and websites of American Express.

> Digital Sales Manager (m/f)

As a key member of the global sales team, the person will be an ambitious, high-performing and reliable sales person with a proven track record in growing revenue across international markets. The candidate will be able to negotiate at the highest level across both print and digital properties and ideally have experience in the travel and/or luxury sector. He/she will be required to implement the media sales strategy globally and for multiple brands. Daily direct contact with clients and coordination across all internal stakeholders and partners will form part of the role.

Reporting directly into the International Commercial Director, the successful candidate will be at the heart of shaping the commercial strategy for one of the leading publishing houses. We therefore require a proactive team player with vigor and tenacity. The role is global and requires regular and frequent travel.

Your key tasks:

- Solicit, develop, convert and manage accounts and contacts, generate and increase revenue through sales;
- Intensive daily telephone schedule and regular client-facing meetings, lead pipeline development and response to briefs collaborating with all internal stakeholders;
- Manage rate negotiations and deliver integrated solutions and product innovation to build long standing partnerships and deeper relations with clients, agencies and third-party providers;
- Engage global sales teams partnering to drive advertising revenue and support the Commercial Director;
- Design, create and execute sales action plans to fulfill sales targets;
- Close collaboration with editorial, marketing, production teams and all partners in the venture.

Your profile:

- A determined and pro-active sales professional with a demonstrated track record of sales success with at least five years' experience in digital, video or premium publishing;
- Multiple years' experience of building direct partnerships with leading brands and their agencies at the highest level preferably in the travel and luxury industry;
- Proven success in managing sales operations and developing integrated solution across multiple channels;
- Strong negotiator, sharp business acumen and solid project management skills able to close large and complex deals;
- Extensive knowledge and experience of creating sales collateral working alongside other departments coupled with strong attention to detail;
- Excellent written and verbal communications skills and passion to work within a dynamic and challenging work environment;
- Competent at creating and executing business cases and keen to work across departments to develop value propositions into sales opportunities;
- Fluency in English is essential with excellent written and verbal communications skills.

For the purposes of Article 6 (1b) of the General Data Protection Regulation (DSGVO), the submission of your application documents is a pre-contractual measure. Please find more information about data privacy at <https://www.jiexperience.com/#privacy-policy>. We look forward to receiving your meaningful application including salary expectations and the earliest possible entry date by e-mail journal-international-experience-gmbh-jobs@m.personio.de.