



The Society of Publishers in Asia (SOPA)

Online Recruitment Service Form

Date: July 9, 2010

Company Information

Company Name: Dow Jones & Company

Website: <http://www.dowjones.com/>

Profile:

Dow Jones & Company (www.dowjones.com) is a News Corporation company (NASDAQ: NWS, NWSA; ASX: NWS, NWSLV; www.newscorp.com) and a leading provider of global news and business information. Its principal products include The Wall Street Journal, Dow Jones Newswires, Dow Jones Factiva, Barron's and MarketWatch. Through its Local Media Group, Dow Jones operates community-based newspapers and Web sites. Dow Jones also provides news content to television and radio stations.

Contact Details

Contact Person:

Job Title:

Telephone:

Fax:

Email:

Address: 25/F., Central Plaza, 18 Harbour Road, Wanchai, HONG KONG.

Job Summary

Position: Project Manager

Ref no.:

Qualification:

Year(s) of Experience: 5 Years

Salary:

Employment Type:

Location: Hong Kong

Benefits:

Job Responsibilities

- Boost circulation business through sale of corporate sponsorship to Dow Jones education programs.
- Sell sponsorship to leading regional, multi-national and Asian companies, incorporating and encouraging newspaper distribution to university campuses.
- Develop qualitative and quantitative measures of success for client renewal.

Job Requirements

- Dynamic and driven sales person with at least 5 years prior experience in consultative sales and experience selling to senior management at leading companies in Asia.
- Strong sales record in the publishing industry, preferably financial publishing.
- Native-level fluency in written and spoken English, and experience presenting face to face.
- Good knowledge of tertiary education.
- Highly motivated team player with strong initiative, creativity, communications skills and an ability to work independently with minimal supervision.

Dow Jones offers a competitive remuneration and benefits package and an opportunity to work for one of the world's leading financial and business news companies. We invite interested candidates to submit in confidence a cover letter and detailed resume stating your qualifications, contact details and current and expected salary via the link: <https://newscorp.taleo.net/careersection/djexternal/jobdetail.ft?lang=en&job=000101053>

****Only short-listed candidates will be notified****