



The Society of Publishers in Asia (SOPA)

Online Recruitment Service Form

Date: 20 July 2010

Company Information

Company Name: Lighthouse Independent Media Limited

Website: <http://www.marketing-interactive.com/>

Profile: With offices in Hong Kong, Singapore and Kuala Lumpur, Lighthouse Independent Media, the publisher of Marketing, Human Resources and ProcurementAsia media brands, has forged a reputation as one of Asia's leading niche business media companies.

Contact Details

Contact Person:

Job Title:

Telephone:

Fax:

Email: career@lighthousemedia.com.sg

Address:

Job Summary

Position: Advertising Sales Manager – Marketing Magazine

Ref no.:

Qualification:

Year(s) of Experience: 3 years

Salary: Negotiable

Employment Type: Permanent

Location: Hong Kong

Benefits:

Job Responsibilities

- To formulate and implement an advertising sales strategy which will exceed short and long term revenue targets;
- To improve current skills, add new skills and enhance business management knowledge through experience in order to get promoted to the Publisher role
- Revenue performance against budget;
- Sales planning - formulation and implementation;
- Staff management;
- Product development;
- Trade marketing

Job Requirements

- Core sales and negotiation skills;
- Written and verbal communications skills;
- Staff training and motivation skills;
- PC, database and web-based digital ad serving software skills;
- Sales planning and strategy skills;
- Sales training skills;
- Lead by example;
- Fast learner;
- Self motivated, disciplined and conscientious;
- Intelligent, persuasive, tenacious and street-smart;
- Outgoing, ambitious, confident, well-presented with a strong sense of humour;
- Love of media and advertising;
- At least three years media sales experience;
- At least 12 months staff management experience;
- Successful track record in media sales;
- Fluent in spoken / written English & spoken Cantonese;

Interested candidates, please email your detailed resume stating present & expected salary and EMAIL to career@lighthousemedia.com.sg

Please note:

*We can only consider Hong Kong Nationality / Hong Kong PR candidates.

*Only shortlisted candidates will be notified.