



# 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](mailto:career@lighthousemedia.com.sg)

**Address:**

### Job Summary

**Position:** Advertising Sales Account Managers

**Ref no.:**

**Qualification:**

**Year(s) of Experience:** 3 years

**Salary:** Negotiable

**Employment Type:** Permanent

**Location:** Hong Kong

**Benefits:**

### Job Responsibilities

- To sell print and online advertising to clients who target our readers;
- To contribute to team sales targets and earn monthly commission and six-monthly bonuses;
- To learn more about the industry, hone one's skills and get promoted;
- Advertising sales revenue;
- Sales activity - telephone calls, face-to-face meetings and proposals;
- Client service;
- Professional development

## Job Requirements

- Solid understanding of the sales process;
- Written and verbal communications skills in English;
- PC software skills;
- Highly motivated, disciplined, conscientious and ambitious;
- Fearless, tenacious, aggressive and loud;
- Intelligent, persuasive, resourceful and street-smart;
- Ability to thrive in a high pressure and dynamic sales culture;
- Fast learner;
- Positive, outgoing, confident, well-presented with a strong sense of humour;
- Strong interest in the media business;
- Minimum 12 months in corporate or B2B sales;
- Tertiary qualification;
- 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](mailto:career@lighthousemedia.com.sg)

Please note:

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

\*Only shortlisted candidates will be notified.