



The Society of Publishers in Asia (SOPA)

Online Recruitment Service Form

Date: 20 August 2010

Company Information

Company Name: Financial Times

Website: www.ft.com

Profile:

Contact Details

Contact Person: Diana David

Job Title: Circulation Director

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Address:

Job Summary

Position: Circulation and Sponsorships Sales Mgr (Korea)

Ref no.:

Qualification:

Year(s) of Experience: 3+ sales

Salary:

Employment Type:

Benefits:

Job Responsibilities

The Circulation and Sponsorship Sales Manager will manage the P&L for content and sponsorship sales in the country. This includes servicing existing clients and expanding the client base in sales of FT content to institutional customers (hospitality, airlines, education) as well as finding corporate sponsors for sponsored copy programs. You will have intimate knowledge of each account, the users, the influencers and decision makers. In addition to maintaining existing profits, you are responsible for growing revenues and facilitating new business opportunities for the Financial Times' push in to eReaders and other digital opportunities.

Job Requirements

- Proven track record in sales (at least 3 years of advertising or media sales experience preferred)
- Great time management skills and ability to meet customer visit targets (>5 per week)
- Loves and listens to customers to build collaborative and profitable customer relationships
- Detail oriented
- Energetic and dynamic with high level of initiative and self motivation
- Good communication skills in both English and Korean - Business Level Korean/Business Conversation Level in English
- Must be a team player - Able to work with team members and other departments courteously to get things done within the organization
- MSWord, Excel and Powerpoint will be used on a daily basis