

1. Position Details			
Position Title:	Head of Commercial Sales		Position Code:
Position Type:	<input type="checkbox"/> Editorial <input type="checkbox"/> Administrative <input type="checkbox"/> Executive Management		Position Grade:
Base Location:		Group:	
Division:	Commercial Affairs		
Channel / Directorate:	Sales & Services		
Department:	Corporate Sales		
Section:	Commercial Sales		

2. Relationships	
Report to : (Supervisor's Position)	Manager of Corporate Sales
Supervise : (Subordinates' Positions)	Team Leader, Senior Sales Exec. Sales Executive, Asst. Sales Executive
Internal contacts:	
External contacts:	

3. Position Purpose Summary:

The Head of Commercial Sales is responsible to develop, lead and manage all commercial activities of beIN Sports. To develop and implement an innovative, growth focused commercial strategy. To ensure that profitable business growth is accelerated and that commercial success is achieved.

- 4. Key Responsibilities and Accountabilities:**
- Developing and implementing the commercial strategy for beIN Sports
 - Develop a strong relationship with key contracts Locally & International.
 - Maintain sales pipeline with prospects fitting the annual business plan
 - Work with and build relationships with support divisions
 - Support new product launches.
 - Review strategic and tactical plans with the Manager & Director
 - Ensuring that all commercial activities meet or improve on budget, cost, volume and efficiency targets (Key Performance Indicators (KPIs)) in line with beIN Sports objectives.
 - Championing and leading each new product or service development, from innovation through to successful implementation.

- 5. Other Responsibilities**
- Perform other duties relevant to the job as requested by Direct Manager

6. Job Requirements and Qualifications	
Education:	Minimum Bachelor Degree in Business Management, Commercial Sales or any related discipline
Experience:	Minimum 7 years professional experience in any relevant role.

Skills:	<ul style="list-style-type: none"> • verbal and written communication skills • Proven negotiation and conflict management skills • Excellent inter-personal skills
Knowledge	<ul style="list-style-type: none"> • Knowledge in local and international current sport affairs • Knowledge & understanding in Media & Broadcast Commercial Sales strategy
Abilities:	<ul style="list-style-type: none"> • Ability to interact professionally with a diverse group • Strong decision-making ability • Ability to identify practical trade off options • Ability to identify goals and objectives • Able to produce high quality, effective and thorough documentation
Core Competencies:	1- beIN Sports ethics and code of conduct. 2- beIN Sports spirit. 3- Diversity. 4- Integrity.
Work Environment:	
Job Demands:	Physical characteristics:
	Other characteristics:

7. Performance Measures

- Quality of the output
- Problem Solving and Crisis Management

8. Tools and Equipment

- Computer & Internet