

1. Position Details			
Position Title:	Sales Executive		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 Division		
Channel / Directorate:	Sales & Services Directorate		
Department:	Corporate Sales Department		
Section:	Advertising & Sponsorship		

2. Relationships	
Report to : (Supervisor's Position)	Head of Advertising & Sponsorship
Supervise : (Subordinates' Positions)	
Internal contacts:	beIN Sports departments
External contacts:	Advertising agencies, direct clients, Sales representative

3. Position Purpose Summary:
The Sales Executive is responsible for the generation of advertising revenues through working with Agencies, Sales representatives and direct clients on all accounts and creating all necessary presentations.

4. Key Responsibilities and Accountabilities:
<ul style="list-style-type: none"> Maintain good knowledge of beIN Sports programming and rights Gather information and prepare sales presentations and packages Analyse and interpret viewing data to present to clients Assist Manager in the development and implementation of sales strategies Provide regular and updated reports on advertising and sponsorship metrics Develop and maintain relationships with advertisers and agencies Apply all the process and procedures set by beIN Sports

5. Other Responsibilities
<ul style="list-style-type: none"> Perform other duties relevant to the job as requested.

6. Job Requirements and Qualifications	
Education:	Minimum Bachelor Degree in Business Administration or any related field.
Experience:	Minimum 2 years of experience in the qualitative, quantitative and media Research.
Minimum English Level:	•

Skills:	<ul style="list-style-type: none"> Relationship building and negotiation skills Excellent communication and presentation skills Fluent written and verbal Arabic and English language skills. Other languages is a benefit Computer and various research and traffic software Follow-up skills Inter personal skills Excellence on all outputs and performance
Knowledge	<ul style="list-style-type: none"> Media sales Media industry (MBUs, clients) Sales opportunities in MENA territories
Abilities:	<ul style="list-style-type: none"> Ability to build and maintain relationships with advertisers and clients Ability to work under pressure Ability to meet deadlines and targets Ability to create positive environment
Core Competencies:	1- beIN Sports ethics and code of conduct. 2- beIN Sports spirit. 3- Diversity. 4- Integrity.
Work Environment:	Office work and travel to clients and agents globally.
Job Demands:	Physical characteristics:
	Other characteristics:

7. Performance Measures

- Revenue
- New advertisers
- Advertising spots sold
- Quality of presentations

8. Tools and Equipment

- Laptop, Mobile phone, and other tools as and when needed