

ABOUT THE ROLE:

We are looking for an experienced, versatile and highly motivated Manager with Consultative Sales experience. If you have Digital, and analytics in your background, that's even better! You will drive new business as well as manage the existing book of business in South of India

ROLE DETAILS:

- Being an expert and presenting how our product can help Advertisers & Media Agencies verify their digital campaign performance and help optimize for under-deliveries
- Managing the entire sales process from prospecting to negotiating to closure in your assigned territory (South Region, India)
- Developing and maintaining a substantial pipeline of qualified opportunities and consistently maintain an accurate forecast
- Creating and delivering consultative sales proposals for C-suite executives & Leader level positions in client organization
- Collaborating with internal and external stakeholders to manage existing clients

QUALIFICATIONS & SKILLS:

- 5+ Years of experience in Consultative/Enterprise Sales or Business Development in Digital Advertising space and managing multiple accounts across a variety of different verticals like FMCG, Entertainment (OTT), Durables etc.
- You have a University Degree or equivalent - Masters/MBA an advantage
- A keenly developed competitive nature, mature personality, great team player and constant learner with a technical aptitude to master our products
- Consistent quarter over quarter track-record of meeting sales targets
- Superior communication skills, incredible writing skills, and the ability to capture an audience during a presentation

ABOUT THE TEAM:

The Global Nielsen Media Client Service & Sales team wants to empower you to help our clients go from insights to action faster. We want to help you perfect the art of data-driven customer service that drives clients' investment in Nielsen. By using innovative technologies, you can now work on activities that are driving client impact and minimize time spent responding to routine and manual tasks. In other words, we want to increase your strategic capacity and deliver impactful insights to clients.

ABOUT NIELSEN:

As the arbiter of truth, Nielsen Global Media fuels the media industry with unbiased, reliable data about what people watch and listen to. To discover what's true, we measure across all channels and platforms—from podcasts to streaming TV to social media. And when companies and advertisers are armed with the truth, they have a deeper understanding of their audiences and can accelerate growth.

Do you want to move the industry forward with Nielsen? Our people are the driving force. Your thoughts, ideas and expertise can propel us forward. Whether you have fresh thinking around maximizing a new technology or you see a gap in the market, we are here to listen and take action. Our team is made strong by a diversity of thoughts, experiences, skills, and backgrounds. You'll enjoy working with smart, fun, curious colleagues, who are passionate about their work. Come be part of a team that motivates you to do your best work!

LOCATION: Bangalore

CTC: 14 – 15 LPA

CONTACT: Interested candidates may express their interest by mailing their profiles to rashmi.s.nair@nielsen.com with the subject line "**Application source - IBSAF | Manager - DAR (Location - Bangalore)**" on or before 11 May, 2022.