

Senior Sales Manager - Retail

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Company: Pinterest

Location: London

Category: other-general

What you'll do:

Lead the performance focused Retail Ad Sales Team for top enterprise clients in the UK

Build and develop strong relationships with C-level executives across advertisers and agencies

Deliver, Track, analyze, and communicate key quantitative metrics and business trends to senior leadership as they relate to your team's client partnerships

Grow, train and lead a diverse, high performing team with a strong inclusive culture to support emerging and established clients

Work cross-regionally and cross-functionally to build cohesive partnerships with peers and internal stakeholders, including product, sales operations, and marketing

What we're looking for:

10+ years experience in Advertising, Digital, and/or Media Sales and established industry relationships and experience forging strong relationships with marketing leaders & C-suite at the client and agency

5 years management experience and proven track record of managing a world-class sales team, including extensive forecasting experience and achieving or exceeding revenue goals

Knowledge of performance advertising (e.g. Search/Shopping/Display/Social advertising) and measurement solutions

Experience reaching and exceeding sales revenue goals

Strong understanding of performance, data, and measurement landscapes, with demonstrated experience using data and trends to develop winning strategies

Ability to interface with product and engineering to synthesize customer needs and feedback

An individual that thrives in a fast-moving environment and is independently capable of seeking information, corralling resources, and delivering results without waiting for direction

A passion for Pinterest

Relocation Statement:

This position is **not** eligible for relocation assistance. Visit our page to learn more about our working model.

#SL2

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