

Add your
talent
to our data
intelligence

We're
hiring!

Director Sales and Client Development China Shanghai / Full-time (40 hrs/week) / asap

We're hiring! UNICEPTA is an innovation and market leader in the area of media intelligence. Together with its customers, it shapes the future of strategic communication. With roughly 450 employees around the world, UNICEPTA has a top-class pool of experts in media monitoring and analysis, research services and consulting. Decision-makers at national and international companies, as well as industry associations and NGOs make use of our services. Whether in our offices in Shanghai, Washington or Europe - UNICEPTA offers its employees attractive development opportunities and a high degree of creative freedom in a dynamic, technology-driven environment.

Your responsibilities

- Overall responsibility for UNICEPTA's client- and market-oriented activities in China and the Asian-Pacific region with a direct reporting line to the global executive board
- Creating leads and developing them into clients for our smart media and data intelligence services
- Networking with senior decision makers in communications and marketing departments of large / medium sized corporations
- Implementing an effective sales approach
- Creating and implementing marketing campaigns
- Expanding UNICEPTA's global client relationships into the Asian-Pacific market
- Pro-actively supporting the global UNICEPTA team in our business hubs in Europe and the US with client development capabilities and sector expertise
- Fueling UNICEPTA's global growth strategy with inspiration, collaboration and know-how for our management team and our client teams

Your profile

- Understanding of client needs in communications and marketing
- Substantial experience in working for these target groups
- Passion to work for and closely with clients / total client orientation
- Understanding of how to refine big data into smart insights
- Experience in media / data intelligence with monitoring and analytics & insights
- Track record in building and leading teams
- Outstanding communications skills in personal conversations, pitch situations and in any written or visual context
- Willingness to work in a non-hierarchical, collaborative and communicative company
- Passion to explore new opportunities and building business from scratch
- Thinking global and communicating accordingly with colleagues and business partners

Our offer

- Work with us in an expanding and forward-thinking international company
- A position with great responsibility, exciting and challenging projects for national and international clients awaits you
- Work with a world-class team to develop industry-leading processes and solutions
- Competitive compensation based on experience level and performance

Contact

If you are interested in joining our team, please send your application to jobs-china@unicepta.com

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UNICEPTA