



PR/096713 | Digital Ads Sales - DOOH / OOH

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1581741

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

April 7th, 2026 10:01

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title: Digital Ads Sales - DOOH/OOH

Location: Singapore

Your New Company Join a fast-growing digital media organization that develops impactful content and operates high-traffic media channels. The company is expanding its commercial team and seeking a strategic, relationship-driven professional to unlock new revenue streams and strengthen partnerships across the media, advertising, and brand ecosystem.

Your New Role As a Digital Ads Sales, you will play a key role in driving media commercialisation and growing advertising revenue. You will manage in-house media inventory, build partnerships with agencies and brands, and introduce new business opportunities through proactive outreach and strong industry connections. This role is ideal for someone who thrives in a dynamic environment, enjoys building from the ground up, and excels in end-to-end partnership management.

Key Responsibilities

Partnerships & New Business

- Identify, engage, and convert new commercial partners aligned with the company's media strategy.
- Proactively reach out to prospects across agencies, advertisers, and public-sector partners.
- Communicate the company's media offerings, advertising formats, and value proposition clearly and confidently.
- Develop persuasive sales materials, pitch decks, and proposal documents for different stakeholder groups.
- Lead partnership discussions from initial outreach through negotiation, contract closure, and onboarding.
- Maintain strong sales momentum through consistent follow-ups and relationship building.
- Work closely with internal teams to refine media offerings, pricing models, and partnership structures.

Project & Campaign Management

- Oversee end-to-end campaign execution, ensuring deliverables meet agreed timelines and quality.
- Coordinate creative assets, messaging, and communications to align with campaign goals.
- Ensure smooth execution and service delivery throughout the partnership lifecycle.

Reporting & Performance Analysis

- Track all campaign deliverables and maintain accurate documentation.
- Prepare post-campaign reports, analytics, and insight presentations for internal and external stakeholders.
- Analyse performance data to inform improvements and strengthen commercial outcomes.

Qualifications

- Experience in partnership development or business development within media, advertising, or related fields.
- An existing network of media agencies, advertisers, or brand partners is a strong advantage.
- Excellent communication skills, including the ability to craft compelling proposals and pitch narratives.
- Strong project-management and organisational skills with meticulous attention to detail.
- Proven ability to build trust with diverse stakeholders and drive commercial conversations.
- Independent, resourceful, and proactive, with strong ownership in a fast-paced environment.

Ready to Take the Next Step?

Interested applicants, please click [APPLY NOW](#).

Do note that we will only be in touch if your application is shortlisted.

Chen Pinru
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R25130085

#LI-JACSG
#countrysingapore

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Company Description