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
June 2nd, 2026 08:00

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
Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.sg/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.sg/terms-of-use

Company Description