

# OCEAN BLUE

W O R L D

## SALES EXECUTIVE

**Ocean Blue World**, a global, luxury networking platform where brands, partners, collaborators and affluent readers experience exclusive events and discover a world of glamour and luxury. A fusion of insider information, beautiful imagery and relevant editorial content dispersed throughout traditional print, digital mediums and one-of-a-kind, tailored and targeted events, perfectly positions our partners to reach a premium niche market worldwide.

Ocean Blue World **is seeking a Sales Executive to join the team.**

### **Job summary:**

The candidate will identify and generate new business opportunities and leads; close business and exceed sales targets; develop and grow existing and new client relationships; 2+ years in media/advertising sales is preferred, but not required.

### **Responsibilities:**

- Prepare proposals and RFP's for presentations to clients
- Arrange client meetings delivering effective sales presentations
- Sell to clients within the specified categories in our key Mexico markets (Mexico City, Guadalajara, Monterrey, Los Cabos, San Miguel de Allende, Riviera Nayarit)
- Use professional and powerful consultative selling principles and methods
- Good negotiation and persuasive skills to professionally mediate rates providing win-win situations
- Make certain and stable sales closings
- Maintain a full pipeline of sales prospects
- Monitor the current market competition, trends, and dynamics to consistently find new leads
- Achieve quarterly revenue goals
- Maintain strong client communication and business alliance ensuring they achieve their business goals and are taken care of during the partnership
- Interpersonal with a passion to communicate
- Problem-solving skills, able to offer fast solutions with ease
- Perform follow-ups ensuring prompt payments
- Thorough company knowledge and understanding, and a drive for luxury brands
- Consistent professional appearance
- Report to Director of Communications
- Based in any city in Mexico but willing to travel to corporate office in Los Cabos, Mexico and other national/international events acting as an ambassador

Only apply if you are self-motivated, assertive, experienced and creative.

[Resumes@OceanBlueWorld.com](mailto:Resumes@OceanBlueWorld.com)

Toll Free: 1-855-326-1636

OceanBlueWorld.com

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Office / Oficina +52 (624) 104 0399 | Toll Free US / Lada Sin Costo US 1 855 326 1636  
The Shoppes at Palmilla, Business Level, Suite 233 C.P. 23406 Los Cabos, B.C.S. Mexico.