

Who we are

At Criteo, our culture is as unique as it is diverse. From our offices around the world or from home, our incredible team of 2,700 Criteos collaborates to develop an open and inclusive environment. We aim to create a place where people can grow and learn from each other while having a meaningful impact. We work together to achieve our goals, push boundaries, and share successes. All of this supports us in our mission to power the world's marketers with trusted and impactful advertising.

Ready to join us?

As a Sales Manager, reporting to the Head of Retail Media Demand, you will be expected to win new business, nurture prospects, grow existing clients, initiate and manage a multi-product proposition sales cycle to close. You will be working with some of the largest & well-known brands and agencies. You will be facilitating joint business planning meetings as well as strategic growth development conversations.

Every day, you will...

- Reach and exceed business development goals while contributing to overall team goals
- Full responsibility for winning a target list of major new business prospects
- Develop & maintain relationships at all levels with brands and agencies
- Champion new products and solutions externally to the market
- Maintain extensive product knowledge through internal relationships across product and client service teams
- Attend major industry events and award ceremonies to build a strong network
- Work closely with the Account Strategist team members to leverage existing contacts and identify new opportunities

Who you are

- Ideally digital media sales experience, display, search and eCommerce
- Strong track record of driving new business & High levels of communication and presentation skills
- Strong negotiation, influencing skills and an ability to open doors across clients at all levels
- Passionate about new media and how Criteo and performance marketing can define new boundaries in the online advertising industry
- Industry knowledge of competing products a plus

Apply [here](#) or contact us directly: s.kollisch@criteo.com / a.bailly@criteo.com

Come join us! 

