

Job Vacancy - Digital Marketing & Digital Media Sales Executive



R Digital, a digital media agency based in Nicosia, Cyprus is seeking a talented and energetic Digital Marketing & Digital Media Sales Executive to join the team.

Job Duties

As a Digital Marketing & Digital Media Sales Executive, you will be responsible for selling digital marketing solutions and advertising to Mid-Market and Enterprise level businesses. Applicants must be able to build, create and maintain long-term client relationships, and, ultimately, they should be able to contribute to business growth.

The Digital Marketing & Digital Media Sales Executive will manage the full sales-cycle including prospecting, finding, presenting, negotiating and closing deals.

Responsibilities

- Aggressively prospect, develop, and close leads using a variety of sources
- Own entire sales process from prospecting to completion of the sale
- Be the primary point of contact for new leads and existing clients, and be able to address requests effectively and offer customized solutions in a timely manner

- Work directly with businesses to discuss and understand their needs and then offer customized solutions.
- Meet and exceed individual daily, weekly and monthly goals.
- Process all correspondence and paperwork related to the sales process

Requirements

- An understanding and passion for the digital marketing and advertising world including development, social media, SEO, influencer marketing and digital advertising
- Strong business development focus, willing to prospect and uncover new potential advertisers and drive to develop opportunities from prospect level through to deal close
- Excellent presentation, communication and negotiation skills
- Ability to utilize technology to engage clients
- Capable of multitasking and working in a fast-paced environment
- Analytical mindset and critical thinking
- Professional and entrepreneurial spirit
- Ability to overcome objections and work under pressure, meeting deadlines and sales goals Bachelor's Degree or equivalent work experience
- Fluent in Greek & English

Contact us at info@rdigital.co

Job Vacancy - Web Developer



R Digital, a digital agency based in Nicosia, Cyprus is seeking a talented Web Developer to join the team.

Job Duties

The Web Developer will design, code and modify websites, from layout to function and according to clients specifications and/or wireframes. The candidate is expected to know and follow industry-standard back-end and front-end practices, technologies, frameworks, and languages.

Responsibilities

- Planning, prototyping and designing the architecture of the components of new websites and applications.
- Write well designed, testable, efficient code by using best development practices.
- Build and shape UX from concept all the way to completion while following strict deadlines. Setting up hosting servers and maintaining the general hosting infrastructure.
- Create website layout/user interface by using standard HTML/CSS practices. Check and fix bugs.
- Run performance benchmarking tests.

- Attend meetings and communicate with clients for development related topics. Be up to date with emerging technologies and industry trends.

Requirements

- BSC in computer science or a related field.
- Minimum of 2 years experience as a Web Developer and proven working experience.
- Strong organizational skills to juggle multiple tasks within the constraints of timelines and budgets.
- Top-notch programming skills and in-depth knowledge of HTML5/CSS3. Knowledge and/or experience of Bootstrap 4 will be considered as an advantage.
- Familiarity with at least two of the following programming languages: PHP, Javascript or Ruby on Rails
- Linux Server Administration via Console
- Knowledge of Search Engine Optimization web-design principles
- Fluent in Greek & English.

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