

DIVISION-D

JOIN OUR TEAM

ACCOUNT EXECUTIVE

If you are looking for a unique and exciting sales opportunity representing Fortune 500 companies in a rapidly growing market, a position at Division-D is right for you! We're looking to hire full time digital media Account Executives – the income potential is \$50k+ for the first year and continues to grow exponentially! We offer a competitive salary, uncapped commission, attractive benefits and an exhilarating work environment.

ABOUT THE ROLE:

Our digital media Account Executives are responsible for increasing revenue by driving new business for our company. They're smart, persuasive and driven by results. Each AE is responsible for building and managing ongoing agency and direct advertiser relationships, while working with a member of our account management team to develop and execute online campaigns. Successful candidates should be aggressive and financially motivated.

CORE RESPONSIBILITIES:

- Identify opportunities, qualify prospects, and work through sales cycles to close new account business
- Build strong relationships with agencies and advertisers to ensure long-term success
- Manage new and existing client campaigns to successfully meet and exceed client performance expectations
- Share expertise and advise clients on new campaign ideas and how to generate results
- Work with account management team on campaign optimizations to ensure client satisfaction
- Travel to meet with prospects and clients as needed

REQUIREMENTS:

- Bachelor's Degree – Journalism or Business preferred
- Sales mentality, strong negotiation, communication and writing skills
- Experience using Microsoft Office suite (Excel, Word, PowerPoint, Outlook, etc.)
- Ability to work independently and collaboratively in a team environment
- Willingness to travel to build agency and advertiser relationships

BENEFITS:

- Base salary plus an aggressive, consistent and stable commission plan with no cap
- Company Health Insurance Plan
- Excellent sales support materials including top notch marketing and research materials.
- The best training program in the industry that focuses exclusively on proven best practices
- A fun work environment that encourages and rewards growth and performance
- Opportunities for advancement
- Sales contests and performance-based bonus opportunities

ABOUT DIVISION-D:

Division-D is a leading online advertising network and a digital media buying agency. We connect high quality, brand-name publishers with Fortune 500 advertisers.

We are interested in filling this position right away and will start conducting interviews immediately. Please email your résumé to careers@divisiond.com. Please contact us with any questions you may have or to setup an interview.

Division-D Recruitment Team

573-445-3083 careers@divisiond.com

Columbia, MO • Kansas City, MO • Chicago, IL • Raleigh, NC