



# DIVISION-D JOIN OUR TEAM!

## ACCOUNT EXECUTIVE

Division-D is a leading online advertising network and digital media buying agency. We connect top-tier advertiser and advertising agencies with high quality, brand-name publishers.

If you are looking for a unique and exciting inside sales opportunity working in the digital advertising industry, a position at Division-D is right for you! We are currently looking to hire full-time Account Executives. The income potential is \$50k+ for the first year and continues to grow exponentially! We offer a strong base salary, uncapped commission, and attractive benefits in a fast-paced work environment.

### ABOUT THE ROLE:

Our Account Executives are responsible for driving revenue by prospecting and on-boarding new clients in a rapidly growing market. The Account Executive focuses on identifying strong leads, as well as building and maintaining agency and advertiser relationships. Each Account Executive uses strategy to prepare media plans for prospective clients and strong sales skills to close deals. Successful candidates are excellent communicators who are both persistent and financially motivated.

### CORE RESPONSIBILITIES:

- Identify quality prospects, reach out to potential clients, and work through sales cycles to close new business accounts
- Build strong relationships with agencies and advertisers to ensure long-term success of both new and existing campaigns
- Stay up to date with industry trends to advise clients on new campaign ideas
- Work with in-house Account Management, Media Buying, and Graphic Design teams to meet and exceed client performance expectations
- Travel to meet with prospects and clients as needed

### REQUIREMENTS:

- Bachelor's Degree - Journalism or Business preferred
- Sales mentality and strong negotiation, communication, and writing skills
- Experience using Microsoft Office suite (Excel, Word, PowerPoint, Outlook, etc.)
- Ability to work independently, while contributing to the overall goals of the team
- Willingness to occasionally travel to build agency and advertiser relationships

### BENEFITS:

- Strong base salary plus consistent, uncapped commission
- Sales contests and performance-based bonus opportunities
- Company health insurance
- Effective, hands-on training program that focuses on preparing employees for success in the industry
- A fun work environment that encourages and rewards employee performance
- Opportunities for growth within the company

### DIVISION-D RECRUITMENT TEAM

573-445-3083

careers@divisiond.com

Columbia, MO • Kansas City, MO