



DIVISION-D JOIN OUR TEAM!

POLITICAL ASSISTANT ACCOUNT EXECUTIVE

Division-D is a leading digital media partner. We connect top-tier advertisers and advertising agencies with high quality, brand-name publishers.

Over the past 18 years, Division-D has been a strong political partner to candidates, PACs, corporations, and advocacy groups. We have recently launched a new branch of our company, VoterX, to specialize in offering both targeted and effective digital strategies to politically focused clients.

We are currently looking to hire full-time Political Assistant Account Executives to focus exclusively on political business for VoterX. We offer a strong base salary + bonus opportunities, uncapped commission, and attractive benefits in a fast-paced work environment.

ABOUT THE ROLE:

Our Political Assistant Account Executives are responsible for growing new business opportunities for VoterX by sourcing both company and agency leads. Each Political Assistant Account Executive will work directly with a senior member of our political sales team to identify prospects and work them through the sales cycle to close new business. This role provides the opportunity to learn the process in preparation to successfully advance into the Account Executive position. Ideal candidates are quick learners who are both persistent and financially motivated.

CORE RESPONSIBILITIES:

- Identify and reach out to qualified political prospects
- Work leads through the sales cycle alongside senior members of the sales team to close new business
- Assist senior team members with proposals and current accounts
- Stay up to date with industry trends to advise clients on new campaign ideas.
- Work with Account Management, Media Buying, and Graphic Design teams to meet and exceed client performance expectations

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 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 working with a mentor that focuses on preparing employees for success in the Industry
- A fun work environment that encourages and rewards employee growth and performance
- Opportunities for growth within the company

ABOUT DIVISION-D:

Please submit your resume to careers@divisiond.com. Feel free to contact the Recruitment team with any questions

DIVISION-D RECRUITMENT TEAM

573-445-3083

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