



DIVISION-D JOIN OUR TEAM!

SENIOR 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 Senior Account Executives.

ABOUT THE ROLE:

Our Senior Account Executives are responsible for driving revenue by prospecting and on-boarding new clients within a rapidly growing market. The Senior Account Executive focuses on identifying strong leads and building and maintaining ongoing agency and advertiser relationships. Each Senior Account Executive uses strategy to prepare media plans for prospective clients and strong sales skills to close deals. Successful candidates should be excellent communicators who are 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
- A fun work environment that encourages and rewards employee performance

REQUIREMENTS:

- 1-2 years of sales experience, advertising and digital campaigns preferred
- 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

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