



DIVISION-D JOIN OUR TEAM!

SENIOR ACCOUNT EXECUTIVE, INFLUENCER MARKETING

ABOUT DIVISION-D:

Division-D is an omnichannel digital media partner serving both agencies and brands. We provide a full-service approach for our clients executing strategic media campaigns across a variety of digital channels with highly advanced audience targeting, premium inventory partnerships, and impactful ad formats at scale.

**DRIVING DIGITAL MEDIA
FORWARD WITH
SUPERIOR SERVICE &
MEASURABLE RESULTS**

ABOUT THE ROLE

Our Senior Account Executive, Influencer Marketing position is a sales role responsible for driving revenue for Division-D's rapidly growing Influencer Marketing division by prospecting, identifying, and onboarding new clients and servicing existing advertiser and agency relationships. The ideal candidate will have experience in digital media sales and/or Influencer Marketing with a drive for sales, the ability to drive conversations from lead to client, and interest in crafting custom Influencer Marketing campaigns to meet client goals.

CORE RESPONSIBILITIES

- Identify prospects and navigate sales cycles to close new business
- Build strong relationships with agencies and advertisers to ensure the long-term success
- Conduct industry research to identify agencies and advertisers currently spending in space
- Advise clients on industry trends and pitch creative campaign ideas
- Work with the internal Account team to build custom plans and exceed client expectations

POSITION REQUIREMENTS

- Bachelor's Degree - Journalism, Communications, or Business preferred
- 1-2 years of digital media sales/influencer marketing experience
- Exceptional verbal and written Communication Skills
- Experience using Microsoft Office suite (Excel, Word, PowerPoint, Outlook, etc.)
- Ability to work independently

PREFERRED REQUIREMENTS

- Experience with Facebook and/or TikTok Ads Manager
- Passion for Social Media
- Experience communicating with key stakeholders internally and externally

BENEFITS

- Strong compensation plan, including salary, bonuses, and uncapped commission
- Competitive PTO policy with 22+ days per year in addition to holiday time off
- Company health insurance plan and paid parental leave
- Flexible schedule and hybrid work-from-home options
- Employer matching retirement contribution after one year of employment
- Quarterly continued education offered and strong advancement opportunities
- Active company social calendar, including catered lunches, happy hours, parties, and community involvement

CONNECT WITH THE DIVISION-D RECRUITMENT TEAM

573-445-3083 • careers@divisiond.com

We are interested in filling this position right away and will start conducting interviews immediately. Please email your resume, cover letter, and interview availability to the Division-D recruitment team to begin the process.

Columbia, MO HQ • Kansas City, MO • Chicago, IL • Raleigh, NC • Los Angeles, CA • Washington, D.C. • Austin, TX • St. Louis, MO