



DIVISION-D JOIN OUR TEAM!

SENIOR ACCOUNT EXECUTIVE INFLUENCER MARKETING

ABOUT THE ROLE:

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

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 the long-term success of both new and existing campaigns.
- Conduct industry research to identify agencies and advertisers currently spending in the space.
- Stay updated on influencer marketing industry trends to advise clients on new campaign ideas.
- Work with the internal Account Management team to build custom influencer marketing plans and exceed client performance expectations.
- Travel to meet with prospects and clients as needed.

REQUIREMENTS

- Bachelor's Degree – Journalism, Communications, or Business preferred
- 5-10 years of sales experience
- 1+ years of Influencer Marketing related experience
- Strong verbal and written Communication Skills
- Experience using Microsoft Office suite (Excel, Word, PowerPoint, Outlook, etc.)
- Ability to work independently

ABOUT DIVISION-D

Division-D is a leading digital media partner. We work directly with both brands and agencies to provide a full-service approach for their digital ad campaigns. Digital channels include: website and apps, social media platforms, connected devices, email marketing, and more.

We are interested in filling this position right away and will start conducting interviews immediately. Please email your résumé, portfolio, cover letter and available times that you can interview. Please contact us with any questions you may have or to setup an interview.

DIVISION-D RECRUITMENT TEAM

573-445-3083

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