

DIVISION-D

JOIN OUR TEAM

ASSISTANT ACCOUNT EXECUTIVE

Division-D is a leading online advertising network and digital media buying agency. We connect top-tier advertisers 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 Assistant Account Executives. The income potential is strong 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 Assistant Account Executives are responsible for growing new business opportunities at Division-D by sourcing agency and advertiser relationships. Each Assistant Account Executive will work with senior members of our sales team to identify prospects and send them through the sales cycle to close new business. This role provides the opportunity to learn the sales process, in preparation to successfully advance into the Account Executive position. Successful candidates are excellent communicators who are both persistent and financially motivated.

CORE RESPONSIBILITIES:

- Identify and reach out to quality prospects
- Work through the sales cycle alongside senior members of the sales team to close new business
- Assist senior team members with client proposals and current campaigns
- 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
- Complete projects in Monday task manager provided by senior sales team members

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 Account Executive role
- A fun work environment that encourages and rewards employee performance
- Opportunity to advance quickly to Account Executive role

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 and collaboratively in a team environment

DIVISION-D RECRUITMENT TEAM:

Please submit your résumé to careers@divisiond.com.
573-445-3083 | careers@divisiond.com