

DIVISION-D

JOIN OUR TEAM

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 Account Executives. The income potential is \$50k+ 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 Account Executives are responsible for driving revenue for Division-D by prospecting and on-boarding new clients in a rapidly growing market. The Account Executive focuses on identifying strong leads and building and maintaining ongoing agency and advertiser relationships. Each 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 new and existing campaigns
- Stay up to date with industry trends to share expertise and advise clients on new campaign ideas
- Work with Account Management, Media Buying and Graphic Design teams to meet and exceed client performance expectations
- Travel to meet with prospects and clients as needed

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 growth and performance
- Opportunities for growth within the company

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

ABOUT DIVISION-D:

Please submit your résumé to careers@divisiond.com. Feel free to contact the Recruitment team with any questions you may have.

DIVISION-D RECRUITMENT TEAM:

573-445-3083 careers@divisiond.com
Columbia, MO • Kansas City, MO • Chicago, IL • Raleigh, NC