



DIVISION-D JOIN OUR TEAM!

SENIOR ACCOUNT EXECUTIVE

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 position is a sales role responsible for driving revenue for Division-D by prospecting, qualifying, and onboarding new clients. In addition to onboarding new clients, Senior AEs will also maintain existing relationships with both direct advertiser and agency partners. The ideal candidate has experience in both digital media and sales, thinks strategically, exhibits strong written and verbal communication skills, and is self-motivated.

CORE RESPONSIBILITIES

- Identify prospects and navigate full sales cycle to close new business
- Build strong relationships with both advertisers and agencies to ensure long-term success
- Advise clients on industry trends and continuously pitch strategic campaign ideas
- Work with internal Media Strategy and Account Management teams to build custom plans and exceed client expectations

POSITION REQUIREMENTS

- Bachelor's Degree – Communications, Journalism, or Business preferred
- 1-2 years+ of digital media sales 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 a CRM system (Salesforce, HubSpot, etc.)
- Proven success in completing full sales cycle

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.

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