



# DIVISION-D JOIN OUR TEAM!

## SENIOR POLITICAL 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 Political Account Executive position is a sales role responsible for driving revenue for VoterX by prospecting, qualifying, and onboarding new clients within the political vertical. In addition to onboarding new clients, Senior Political AEs will also maintain existing relationships with both direct advertisers and agency partners. The ideal candidate has experience in both politics and digital media 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 political partners 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 – Political Science preferred; or Communications, Journalism, or Business
- 1-2 years+ of sales experience, political advertising and digital campaigns preferred
- 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
- Experience working with a political campaign or political consultancy firm

### 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](mailto: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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