



DIGITAL SALES MANAGER

Location: Dallas, TX or Chicago, IL

Position Overview

Source and close new partners who primarily utilize our Digital Media Services. Develop a deep understanding of the prospect's industry, company culture, products/services and strategic communication plan in order to assemble a media strategy that meets those needs. Communicate with internal and external partners a professional, efficient manner, including industry organizations in the Digital Media space.

Primary Job Responsibilities:

- Be a strong cultural fit and an authentic advancer of our mission and values
- Develop paid media strategies and tactics for qualified prospects
- Manage sales cycle from prospecting to closing – including outreach, presentations, negotiations and contract execution.
- Actively engage with other members of the company to continuously improve processes, create efficiencies and reduce costs.

Qualifications & Requirements

- College degree and 2-5 years of experience
- **Digital media sales experience required, agency new business experience preferred**
- Must have strong analytical and creative problem-solving skills
- Client-facing experience is a must
- Strong attention to detail
- Expert user of MS Office products, PowerPoint and proficiency in Salesforce
- Excellent verbal and written communication skills
- Frequent travel – up to 30%
- Ability to work traditional and non-traditional office hours as needed
- Ability to self-manage under deadline

