



Title: Digital Media Account Executive

Department: Advertising

Job Summary: PhillyVoice.com is searching for an extraordinary Digital Sales Account Executive who can manage existing relationships with clients, aggressively expand existing business, and lead new business development with new contacts across various verticals. Having the ability to build and manage relationships, onboard new clients, and grow new business revenue is crucial.

This position is for driven, outgoing individuals who thrive on surpassing goals, meeting new people at every turn, and have zero hesitation making cold calls and building relationships with advertisers and agencies.

Primary Responsibilities:

- Identify and close new sales opportunities to meet or exceed aggressive targeted sales goals in a variety of categories of business and/or geographic territories.
- Identify prospects; develop strategic plans, presentations, and proposals for clients; and communicate results to management.
- Establish and maintain positive client and agency relationships.
- Provide accurate data within the PhillyVoice.com CRM system to produce sales activity, forecasting, and performance reports.
- Identify and develop a strong understanding of core objectives and challenges while overcoming objections and competition.
- Understand market trends, changes and competitive media. Continuously improve industry and product knowledge.

Qualifications

- 5+ years of proven successful sales experience
- A minimum of three years' experience in local or national digital sales with a clear understanding of digital sales operations and what it takes to succeed.
- BA/BS degree in Communication, Business, Marketing or a related field, or equivalent training and/or experience.
- Must be a great communicator, have the ability to handle all levels of sales pressures and deadlines, and have the motivation to drive new business.

Working Conditions

- Remote/Co-working/shared office environment with moderate noise level; Able to work flexible hours, travel, and operate remotely on a regular basis. Must be able to remain stationary, often sitting for a prolonged period of time.

Launched in 2015, PhillyVoice.com is a digital news publisher and marketing company that serves more than 25 million users annually with must-know and entertaining content. PhillyVoice.com offers the latest in digital marketing products and services to serve our clients throughout the Philadelphia region and beyond.

This position will report directly to the CEO.

All resumes can be sent to Jobs@PhillyVoice.com. Please include "Digital Sales Account Executive" in the subject line.

PhillyVoice is proud to be an equal opportunity employer. All qualified applicants will receive consideration without regard to race, color, religion, gender, national origin, age, disability, sexual orientation, gender identity, veteran status or any other status protected by law.

While we like to respond to every candidate, we can only respond to those who match the criteria listed.