



Account Executive

We're looking for sales superstars to help drive significant revenue growth. If you are a highly motivated, self-starter who loves the thrill of working in a very dynamic, fast-paced environment, then we want to talk to you.

RESPONSIBILITIES

- Identify, qualify and close new business opportunities from assigned list of accounts to achieve revenue goals.
- Establish and manage long-term relationships with senior marketing, advertising and executive level contacts within client and agency organizations.
- Evaluate, understand and articulate client's overall long-term business and marketing objectives, as well as shorter-term advertising objectives.
- Create presentations and communicate GriffinWink advertising solutions to meet client's advertising objectives.
- Work with sales planning and account management to create opportunities and manage accounts.
- Maintain client/agency account records and reports on a regular basis.
- Identify and qualify new potential accounts.

QUALIFICATIONS/REQUIREMENTS

- 3-5 years of online ad sales / business development / strategic media buying experience (online advertising, search, contextual marketing). Experience in selling targeting solutions preferred.
- Demonstrated history of quota attainment; ability to evaluate sound business opportunities and close deals.
- Experience with Sales and Marketing automation (SharpSpring, Hubspot, Marketo, Sales Force)
- Seasoned prospecting skills (relating to Internet/online advertising)
- Excellent communication and presentation skills.
- Enjoy outside sales, making new contacts and activating relationships in order to achieve business objectives.
- Confident, organized, and goal-oriented.
- Comfortable working in a fast-paced, results-oriented environment with an ability to adapt to ever-changing environments.
- Ability to work in local office and travel as needed to accomplish business goals.
- Bachelors degree.

If this sounds like you we would like to hear from you.