

SALES EXECUTIVE

The ideal candidate has a deep understanding and experience of Internet and Environmental, Health & Safety Marketing. Solid sales experience from top Matrix company with solid sales training program.

Responsibilities:

Drive new business revenue growth from identified prospect and focus accounts in a vertically defined area.

Generate business plan to define selling strategy and tactics by quarter.

Directly grow revenue with assigned number of vertically-targeted accounts in your region.

Prospecting, qualifying and closing new accounts.

Solidifying relationships with vertical advertisers in your region.

Working closely with Vertical Head(s) to maximize vertical opportunities.

Meeting quarterly revenue targets as set by sales management.

We're looking for an energetic self-starter who is pro-active in driving revenue, increasing client base, and selling. You must be results-driven and committed to creating new business opportunities.

Experience selling online is a must. Travel is expected as well as building relationships with all possible clients in the defined territory.

Requirements:

BA/BS.

Minimum 5 years sales experience.

3+ years Online Advertising sales.

2+ years sales management preferred.

Strong knowledge of the Search industry and Advertising Sales.