

# United States Jobs Expertini®

**Account Executive / Hunter (Norwalk, CT) Norwalk, CT, United States (Hybrid) Posted on 03/23/20[...]**

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Company: Hearst Communications, Inc.

Location: United States

Category: other-general

Hearst Connecticut Media Group is investing in its sales force, and we want you to be a part of it!

We are looking for a digitally savvy, highly motivated Account Executive with a hunter mindset to join our advertising team in Norwalk, CT. As an Account Executive you will be responsible for developing and managing a sales pipeline and building new business relationships with local advertisers. You will be working with customers to promote compelling solutions that best fit their marketing needs. As an advocate for the customer within Hearst, the role works in cooperation with other departments to ensure we can meet and exceed customer expectations both in performance and process. This role will be Hybrid role and the ideal candidate will work in the Norwalk, CT office and should be able to go into the office 2-3 days a week.

As an Account Executive, you can expect the following:

Calling on local and regional businesses to show the value of our suite of advertising products everything from social media, display, video, programmatic, SEO/SEM to traditional advertisements.

Execute sales tactics, implement marketing strategies, and deliver effective sales presentations with passion to consistently earn, retain and increase revenue.

Become a valuable asset in the local business community by boosting your clients' businesses through multiple channels.

Researching, prospecting, networking, cold-calling, presenting, and closing - You own the sales cycle, and have the support of your local account management team to aid in continued support after the sale!

#### Requirements:

Results oriented individual who strategically pursues business with energy and drive.

Media sales experience highly desirable. Prior experience with or knowledge of on-line & digital marketing is a huge plus!

Demonstrated success in exceeding sales targets using a consultative, solutions-focused approach.

Strong track record of successful internal and external relationship management

Valid US driver's license and reliable transportation

#### The Perks:

A great work environment it's never boring here!

Paid in-depth sales and product training.

Competitive base salary, uncapped commissions for unlimited earning potential, and significant opportunity for advancement within the company

Collaboration ideas and input are always welcome.

Health, dental, 401k, paid time off we have you covered.

#### About Hearst Newspapers:

With 2,500 employees across the nation, HNP encompasses a network of 24 daily and 52 weekly publications, including the San Francisco Chronicle, Houston Chronicle, San Antonio Express-News and Albany Times Union, several top digital-only news and lifestyle sites, marketing services businesses, and entertainment businesses such as King Features Syndicate.

At HNP, we are investing in new and innovative ways to tell stories – growing newsrooms, diversifying tools, evolving platforms – to support the millions of people who trust us each month to help them make decisions, take action and be inspired.

Be a part of something bigger – your headline awaits.

#LI-EF1

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