

United States Jobs Expertini®

Account Executive

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Company: JEG Search LLC

Location: United States

Category: other-general

Company:Our client is an Out-of-Home (OOH) and digital media company with a diverse range of product offerings to support advertisers throughout the US and Canada. They have static and digital OOH inventory in major markets including: NYC, Los Angeles, Chicago, Philadelphia, Phoenix, Denver and Las Vegas, with an eye on rapid growth in additional top tier markets, nationally and abroad.

The Role:Our client is looking to grow its Sales team with a Local Account Executive based in the Los Angeles market. Applicants should be energetic and self-starters, looking to create, grow and nurture a portfolio of business while promoting the company to client and agency partners. Candidates should be prepared to work in a competitive and fast paced environment.

Responsibilities will include but are not limited to:Meet and exceed sales target through prospecting new business and developing client relationships.Work hours will consist of prospecting, calling and closing new business through cold calling by phone, email and in personBecome proficient in understanding market and media information, prospecting new business, qualifying potential advertisers and growing existing accountsPrepare presentations, reports, projections and proposals for all business.Develop presentation skills needed to efficiently present ideas and media options to potential and existing clients.

Required and Minimum Qualifications:At least 2 years of ANY kind of media sales experience (digital, print, linear, OOH...etc.)Bachelor's DegreeExcellent communication, interpersonal, organizational and time management skillsAbility to multi-task and be detail orientedProficient in Microsoft Office (Word, Excel, PowerPoint)Out-of-Home and Market knowledge preferredMust reside in the Los Angeles area.

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