

Job Description: Channel Sales Representative – Agencies
Status: Full Time
Location: New York City

About Spotzer Media Group

Spotzer is the first global advertising agency dedicated to making high quality video advertising fast, affordable and highly targeted. <http://www.spotzer.com/>.

We offer a remarkably affordable online library of creative, ready-to-air commercials produced by industry-leading professionals from around the world.

We also help our clients plan and buy video spots across multiple advertising media, including television, the web, and out of home TV (location specific, narrowcast networks). We use the latest technologies for targeting advertising to limited geographic areas and well defined demographic audiences. This helps our clients better target their customers and brings efficiency and cost-effectiveness to their video advertising.

Spotzer levels the playing field by giving businesses more affordable marketing weapons to quickly respond to competitors and the changing needs of their customers. And we back up our process with robust account management and customer service teams to help ensure the success of our client's media campaign.

Position overview:

As **Channel Sales Representative -- Agencies**, you will be responsible for developing revenues through co-operation with advertising and media agencies in one or more countries.

You will identify and initiate relationships with a wide range of agencies, from the largest groups to local and regional shops.

You will partner with our marketing team to define and develop direct marketing and e-marketing initiatives that assist in lead generation.

With support from our creative and media departments, you will respond to requests for proposals and then negotiate and close deals.

You will report directly to our Channel Sales Manager.

We offer:

- Competitive salary and commission plan
- Stock options
- Young, dynamic and international environment
- Personal training and development
- Lead role in a very exciting, VC-backed early stage company

Experience required:

The ideal candidate is someone with the following profile:

Qualifications and Experience

- University Degree or related field or equivalent experience
- 1+ years of ad sales or channel sales experience
- Proven history of new account sales achievement
- Superior prospecting and lead generation skills
- Ability to work both independently and collaboratively
- Excellent written and oral communications skills
- Willingness to assist with a variety of tasks
- Ability to cope with interruptions, prioritize and work on many tasks simultaneously
- Command of CRM systems; Salesforce.com a plus
- Proficient with MS Word, Excel, Outlook, PowerPoint and other common office systems

Spotzer Media Group is an equal opportunity employer and offers competitive compensation and benefits.

If you are interested in joining a winning team and believe you could make a difference to our business please e-mail your resume and a short letter of introduction for confidential consideration to

Janine@spotzer.com