

Job Description: Regional Sales Manager
Status: Full Time
Location: New York City, USA

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:

Our **New York Sales Manager** will build, grow and manage the sales team and also play an important role helping executive management implement Spotzer's distribution strategies throughout the UK. We seek an experienced, high-energy, closing-minded sales manager to hire, coach & develop a strong team of account executives. The right person will be a strong leader, results-oriented and possess a hunter mentality.

Responsibilities include:

- Recruiting and hiring sales team members
- Training AE's on our video campaign products, media partners and campaign management
- Assigning sales leads and supplementing same with locally generated leads
- Managing activity levels to secure prospective appointments and opportunities
- Co-sell with AE's on sales calls in order to coach and close deals

The Sales Manager reports to the head of Spotzer's global sales.

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 start-up company

Experience required:

The ideal candidate is someone with the following profile:

Qualifications and Experience

- College Degree or related field or equivalent experience
- 5+ years of advertising media sales experience
- 5+ years of experience managing multi-team member sales teams at the local level
- Proven history of new account sales achievement
- Ability to execute and exceed sales metrics, delivering significant advertising revenue and customer growth
- Superior knowledge of the sales process; a true student of the process
- Superior prospecting and lead generation skills
- Sales coaching, training and development skills
- Ability to work both independently and collaboratively
- Excellent written and oral communications skills
- Meeting deadlines and achieving the target numbers as a matter of course
- 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 jobs@spotzer.com.