

Job Description: Key Account Executive
Status: Full Time
Location: San Francisco, 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:

As a Spotzer **Key Account Executive** you will create opportunities, introduce Spotzer to large accounts and sell them TV and online video campaigns in a highly consultative sales process. You will be responsible for targeting and acquiring new advertisers leveraging Spotzer's methodology and client segmentation. You will combine a high activity sales process with a qualitative, senior-level sales pitch to achieve business goals and sales quotas.

You enjoy working in a fast paced, team environment yet have an individual need to score on your own. Your actions are result-driven and you feel passionate about the media and advertising industry.

The position is based in the San Francisco Bay Area.

We offer:

- Competitive salary and commission plan
- Young, dynamic and international working environment
- Personal training and development program
- Exciting, VC-backed start-up company

Experience required:

The ideal candidate is someone with the following profile:

Qualifications and Experience

- 3-5 years sales experience in the (online) media or advertising industry

- A desire to take your career to the next level in an exciting, challenging, rewarding and success-orientated environment.
- A strong and demonstrable track record in media/advertising new business sales
- Experience in a high activity sales cycle for generating new business
- Excellent communication and presentation skills
- Strong motivation and enthusiasm
- A team player

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.