

Online Sales Executive

Position Summary

RMM Online Advertising is looking for an Online Sales Executive with 3+ years online sales experience, preferably in an ad network environment. The ideal candidate must have experience selling online solutions to key agencies as well as regional agencies, local agencies and direct clients. The candidate must be an aggressive and confident self-starter who thrives in a fast-paced environment.

RMM currently has openings in Phoenix, Denver, NYC, Chicago and Detroit.

Key Responsibilities Include

- This is an opportunity to grow with the company and within the company
- You will be a part of a well established sales team offering the opportunity to build significant revenue
- Competitive Base + Generous Commission Structure
- Benefits - Medical, Dental, Vision, 401k, Life Insurance, Paid Vacation and Sick Leave

Requirements

- A proven track record of producing significant revenue
- 3+ years of sales or campaign management experience
- In depth knowledge of online display advertising
- Understanding of SEM, SEO, SMS Texting, Mobile Display and Social Media
- Relationships with decision makers at key agencies and direct clients in your region

Other Skills

- Self-directed and goal-oriented with the ability to work independently to achieve sales goals
- Strong relationship management skills
- Outstanding interpersonal skills
- Excellent verbal/written and organizational skills
- Strong prospecting skills and the ability to build and develop relationships
- Strategic insight to create customized digital solutions for clients
- BS/BA preferred