

## Digital Advertising Sales Representative

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Company: Entravision

Location: Buenos Aires

Category: other-general

**OBJECTIVES** The Account Executive is vital to the continued expansion of our business around the world, He/ She will work with a fantastic international team. This is a closing role, ideal for someone with 2-3 years sales experience (Ad-Tech/Mar-Tech sellers strongly encouraged to apply). **RESPONSIBILITIES** • Manage full sales cycle, from prospecting to close for companies with less than \$1B in revenue • Collaborating with other members of the sales team as well creative designers, technical implementation team, account management, data analytics, among others • Develop client relationships at all levels, from CMO to Brand Managers • Clearly articulate and demonstrate our value proposition, creating excitement and enthusiasm among prospects **MINIMUM QUALIFICATIONS** • 2-3 years of relevant sales/closing experience • A consistent track record of being a top performer, preferably in the Ad-Tech industry • Excellent verbal and written communication skills. Creative, resourceful, detailoriented, and well-organized • A strong team player but still a self-starter who thrives in a fast-paced, highgrowth environment • You are comfortable in cold-calling and Video-calls, and ready to use tools such as Salesforce CRM, LinkedIn Sales Navigator and Outreach to increase volume and maximize your conversion rate. Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice. Powered by JazzHR

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