

Senior Account Executive Programmatic Media Sales

Description

Senior Account Executive, Programmatic Media Sales (Los Angeles) Are you looking to join a Global Tech leader? Then we have an exciting opportunity for you! Broadsign is a growing company with a mission to make buying, selling, and delivering out-of-home media easier than ever. Our software is operated by some of the most successful out-of-home businesses and powers impactful, compelling campaigns seen across the world. Come light up the world! Position Summary Your day-to-day will vary but your mission is simple; As a key member of our Programmatic team, you will be taking full responsibility for business development activities of enterprise accounts by educating buyers on the new opportunities brought forth by our products. Your territory will consist of media buyers from agencies and brands. You'll put your sales experience to use by determining client needs and recommending optimal programmatic DOOH proposals and supporting agency-wide agreements. Of course, if this role speaks to you, you're someone who has; Previous enterprise-level Sales experience in the media world; you understand agencies and what advertisers care about A solid understanding of the digital programmatic world and/or the digital out-of-home programmatic ecosystem Interest in engaging with new buyers by introducing them to the benefits of programmatic DOOH and the innovative advertising opportunities via the Broadsign platforms Excellent presentation skills – you know how to craft a pitch Strong organizational skills You have the ability to manage multiple tasks and perform well under pressure Great communication and collaborative approach with teammates While this is primarily a remote role, our expectations are that best efforts are made to conduct in-person client meetings whenever possible. You will have access to Broadsign's global WeWork membership What we offer: A fun and dynamic work environment with plenty of opportunities to evolve and stay challenged Company insurance plan as of day one! (100% employer-paid) 3-week vacation package + 5 sick/personal days 500\$ annual wellness fund to support your mental and physical health and home office-related expenses Parental leave top-off 2 volunteer days per year Ongoing opportunities for professional development and educational assistance 401K matching Additional benefits available Please mention the word **INVIGORATING** and tag RMzUuODkuMjEwLjExMA== when applying to show you read the job post completely (#RMzUuODkuMjEwLjExMA==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)

Hiring organization

Broadsign Careers

Job Location

Los Angeles, California, United States

Base Salary

\$ 55000 - \$ 107500

Date posted

June 11, 2024

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