

Account Executive, LA, California / Remote, Full-Time

We are seeking a highly motivated team player to be a part of our Sales team at Ad.net. You will be responsible for prospecting new advertisers to grow our book of business. You must possess a positive attitude with a willingness to learn and strong motivation to succeed. You accept challenges with grace as a way to encourage individual growth. Individual integrity and clear direct communication are key to succeeding in this role on our team. Ad.net treats clients as partners, so you must be very personable and dynamic in social and professional settings.

Responsibilities

- Prospect for new clients
- Client management
- Contract negotiations
- Manage a pipeline
- Be professional and represent the company

Skills

- Sales Experience
- Excellent verbal and written skills; detail oriented
- Ability to develop strong relationships with clients
- Self-starter
- Effective time management and organizational skills
- Adept at using Salesforce

Experience

- 3-5 years of Sales experience in internet advertising sales preferably at a Performance based marketing company
- Sold Search or Display advertising
- Existing book of business with Direct Advertisers