

Director of Advertising Sales – Chicago, IL

Job Code: # 102

The Director of Advertising Sales will be responsible for managing the relationships with our current clients and building strong partnerships with future potential clients. Candidates can expect to create business solutions to maximize revenue potential and identify new ventures. We are looking for someone to help build our sales team and serve as a mentor to current Sales Managers. Candidates should have entrepreneurial spirit and enjoy working in an exciting and fast-paced environment.

Responsibilities:

- Manage sales operations of regional office
- Develop and expand relationships with existing clients and agencies
- Drive revenue growth to meet or exceed sales goals
- Assist in the hiring, training and mentoring process for sales team members
- Sell behavioral targeting solutions to advertisers and agencies
- Proactively Prospect, Qualify, Grow and Maintain client accounts

Requirements:

- 10+ years of advertising sales experience including 5 plus years in online media sales
- BA or BS degree in a related field (i.e. Marketing, Advertising, Business)
- Experience with high level sales and sales of complex product offerings
- Must have consistently achieved and increased revenue goals through closing new business and growing existing business
- Top publisher/Portal or Ad Network experience a plus

Please send your resume with a cover letter and salary requirements to resumes@tacoda.com with the job title in the subject line.