



Digital Sales Manager

Orange142's Digital Sales Manager will develop relationships with new agency partners and direct advertisers to fulfill their digital media needs and maximize their potential on our platforms. The ideal candidate will have strong sales skills with a proven track record of exceeding revenue targets through active selling, account management, product implementation, and managing client terms and expectations. Additionally, successful candidates will showcase thought-leadership and intellectual curiosity to seek out innovative tactics to solve business challenges. Knowledge of digital media solutions and the ability to communicate from junior to top level executives is a must.

CORE RESPONSIBILITIES

- Develop a strong understanding of Orange142's technology and media solutions, and take a tech first approach in helping advertising partners grow their business
- Grow revenue to meet and exceed individual and regional sales goals
- Identify additional revenue opportunities with existing clients while continuously prospecting new business
- Provide ongoing client management to partners including quarterly business reviews, proactive media packaging, and client entertainment

QUALIFICATIONS

- 3+ years in sales or business development in the digital industry; experience at ad agencies, publishers, ad networks/sales houses, SSPs, DSPs, and ad exchanges preferred
- Established relationships with agencies and companies with digital advertising needs.
- Experience selling online advertising; knowledge of programmatic buying and selling including: pricing models, optimization tactics, audience trends, and buying technologies is preferred
- Excellent communication, negotiation, and presentation skills
- Strong quantitative aptitude including proficiency in excel and the ability to communicate complex technical concepts in simple terms
- Driven and goal-oriented with the ability to contribute to a highly collaborative team environment

Successful candidates will be considered from Texas, Chicago, Minneapolis, Indianapolis or Atlanta regions.

Please send resume to info@orange142.com and reference "Digital Sales Manager" in the subject line.