

DeveloperMedia

Job Title: Account Director
Department: Sales
Reports to: VP of Sales
Posted: August 2019

At Developer Media, we are a collaborative team that has fun while crushing our goals, and supporting each other to be the best salespeople around. We love working remotely, and each of us values the self-starter attitude that is required to be the best in the industry. Developer Media provides top-notch training, goals that are achievable and a team that is a blast to be around.

Do you like the thrill of the hunt, closing new business, running your own territory? Do you thrive on successes, and seeing your business grow? Want to learn more?

At Developer Media, we are leading the charge in marketing programs and ad distribution focused on web, mobile, and software developers. We represent 300+ influential websites, online communities, blogs, and projects serving the software, mobile, and app development markets. Our latest venture, ContentLab is focused on technical content creation services.

Developer Media is looking for a results-oriented Account Manager to join our growing sales team. The ideal candidate will have advertising or content creation sales experience and preferably IT or developer market knowledge. You must be able to quickly develop and maintain relationships with new and existing clients.

You will consultatively drive sales by learning your client's businesses and the software developer market. You will add value with every client interaction, naturally offering products that would serve them well and also grow your revenue and add to the bottom line.

We are looking for a strategic thinker who is passionate, customer centric, self-starter, and enthusiastic about helping our clients succeed while increasing revenue through business development and-relationship management to benefit from your efforts and successes. We are a company that truly cares about our people, our clients, our products and our integrity so if this inspires you please continue to read on.

In your capacity as Account Manager you will be responsible for, but not limited to, the following duties:

- Develop and manage your territory to consistently achieve goal
- Consistently reaching out to new leads and gaining new clients
- Maintain and grow where possible existing client's engagements
- Search competitive sites, trade show exhibitor lists, our own database and other places for sales leads
- Analyze campaign reports to offer optimizations if needed
- Provide excellent customer service
- Visit your key accounts in person on a quarterly basis
- Enter data on a regular basis in Salesforce (inclusive of both your pre & post sales activities) as well as deal stages, contacts and more to best understand your business opportunities

Requirements:

- Ability to sell strategically and consultatively in a customer centric manner
- Demonstrated knowledge of tech industry
- Proven sales success with a minimum of 3+ years sales experience
- Excellent communication, negotiation and organizational skills
- Ability and willingness to travel
- BA/BS degree is a plus
- Proficient in Office, Salesforce, and Outreach.io a plus
- Motivated, self-starter with the ability to work from your home office on a regular basis

We offer a competitive remuneration package and excellent benefits.

Contact lisa.sidlow@developermedia.com or call 415-497-5488