

DIGITAL SALES EXECUTIVE APPLICATION & JOB DESCRIPTION

JOB TITLE: Digital Account Manager **FULL TIME (40HR/WEEK)**

CATEGORY: Marketing, Digital Marketing, Sales, Communications

Job Description:

This is not your average sales job, and we are looking for an upbeat and entrepreneurial spirit! At Hometown Marketing Group Inc, we specialize in Social Media Marketing, Website Design, Online Digital Listings, Search PPC, Online Display & Video Advertising, and SEO Specialization. With our recent relocation to Collinsville, Illinois, our team is growing, and we are in search for an energetic digital sales representative. You will be a key member of a growing team that is focused on the execution of innovative digital advertising campaigns that drive revenue.

This is a great full-time opportunity for someone that is interested in a fun, fast-paced and challenging Sales environment. At Hometown Marketing Group Inc, we set you up to be successful! So, what does all this mean?

You are looking at large earning potential in a fast-paced, booming industry with plenty of opportunities for advancement. Again, this is not your average sales position. As a **Digital Account Manager**, you will be responsible for partnering with small to medium sized businesses and will be accountable for achieving and exceeding sales objectives by selling our diversified Digital Programs.

Essential Duties & Responsibilities:

- Aggressively prospect, develop, and close leads using a variety of sources.
- Work directly with businesses to discuss and understand their needs and then develop customized solutions to drive leads to their business.
- Own entire sales process from prospecting to completion of the sale
- Ability to utilize technology to engage clients.
- Meet and exceed individual daily, weekly and monthly sales goals.
- Prospect for new business to increase client base
- Build and maintain client base through renewal, increased and new business opportunities
- Explain Digital Marketing concepts to clients and the benefits of how our products work better together to help our clients find success
- Demonstrate and present to clients with a proven successful sales presentation, approach, and solutions packages

Job Requirements:

- 1-2 years of sales, marketing, or advertising experience
- Strong understanding of the Digital space today - online engagement is high

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- Proficient use of a tablet or similar device
- Proficient use of Microsoft Office, including Power Point, Excel, and Outlook
- High energy and positive attitude
- Strong work ethic and highly motivated to win
- Self-Starter and can work independently
- Excellent time-management and organizational skills
- Ability to walk up to 5 miles per day, sit or drive 2-4 hours, and stand 1-2 hours per day
- Successful completion of a background check
- Reliable, insured transportation with a valid state driver's license

Compensation, Hours and Benefits:

Base Salary: Based on Experience

Bonuses: Performance Based & Commissions

Hours: Full Time (40hr/week) 8am -5pm MTWRF

Hometown Marketing Group Inc is an Equal Opportunity Employer, and consistent with applicable law, provides reasonable accommodations for qualified individuals with disabilities and disabled veterans in completing our job application process. If you need reasonable accommodation and/or are having difficulty completing our online application process due to a disability you may use the following email address: info@hometownusa.net Please include your name and contact information and the title of the position you are interested in. Note: this is not for general employment inquires or correspondence. Hometown Marketing Group Inc will only respond to requests related to those who need assistance with the online application process due to a disability. In addition, we participate in E-Verify.