

Account Executive Position Summary

FiG Advertising and Marketing (Denver, CO)

Posted:

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Address:

1615 California St Suite 607

Denver, CO 80202

Position:

Account Executive

Type:

Full-time

Description:

FiG Advertising and Marketing (Focus Identity Group, LLC.) is a full service integrated media advertising, marketing, brand development, and web development company. We are looking for sales professionals who are driven to succeed.

Serious applicants should be self-starters looking to master the industry and own the competition. Training will be provided to help ensure success in end to end sales from lead generation to closing. If you are competitive, a great networker, and thrive on cold-calling and prospecting then this role is right for you.

You will be calling on a full spectrum of market segments including small and medium sized business across the country in both B2B and B2C industries.

Primary Responsibilities

- Cold calling, prospecting, and networking for new business opportunities
- Craft lead generation strategies that will result in exceeding sales targets
- Learn and maintain complete knowledge of FiG's programs, protocols, pricing policies and service offerings
- Build partnerships and collaborate effectively with Production and Project Management personnel to maximize growth opportunities
- Represent yourself and the FiG brand as partners in client acquisition and brand awareness

Territory: Primary: Colorado Secondary: Nationwide

Compensation Package: Base salary plus commission

Areas that candidates must reside: within the Denver-metro area

Position Requirements

- At least two (2) years experience in Business to Business sales
- Proven - and verifiable - track record in sales
- General computer competency, including familiarity with e-mail clients, word processing software, spreadsheets, presentation software, and CRM software

Desired Skills and Experience

- A Bachelor's degree or equivalent experience
- Experience in generating sales through cold calling and prospecting
- Excellent organization and time management skills
- Previous negotiation and presentation skills
- Experience selling into multiple market segments
- Strong communication, collaboration, and problem solving skills

FiG Advertising and Marketing is an Equal Opportunity Employer

To apply for this position please attach your resume to an email, and send it to info@FiGadvertising.com, with "Sales Position" in the subject line. If you don't do those two things, or tell us why you will totally rock this position, you will automatically be disqualified.