



Digital Media Services, a leader in television commercial delivery and post production services, is looking for motivated Account Executives for their New York and Los Angeles facilities.

The candidate will be actively engaged in researching prospective clients, developing new business, and to help manage existing accounts.

The ideal candidate has a background in the advertising industry, media, agency, and/or post-production. The candidate must have the ability to develop contact lists, make a significant number of cold-calls on a daily basis, learn and present company solutions to targeted individuals and/or groups both over the phone and in person. They will have a basic understanding of the various departments within media and creative agencies. Additionally the candidate must be able to navigate multiple levels of an organization in order to find the correct decision maker.

The candidate must be willing to travel to various locations throughout the United States, attend networking conferences and events, as well as approach and foster new contacts whenever the situation fits.

Requirements:

Bachelor's Degree (preferred)
2+ Years direct or inside sales experience
Post-production background (preferred)
Advertising background (preferred)
Media background (preferred)
Ability to research, target and cold call customers in the advertising and entertainment space.
Experience with Excel, Word, Powerpoint, Gmail, and Prezi.

This position is based out of both our New York and Los Angeles facilities. Compensation includes a base salary with commission based to commensurate with experience, 401K and health benefits.

Please send resume to: careers@digitalmediaservices.com