



Sales and Account Manager

conVISUAL is a leading supplier of mobile solutions in value added services, mobile ad campaign development, enterprise class mobile WAP development, and recently mobile applications (iPhone apps) and has been managing successful mobile campaigns since 2000. conVISUAL provides it's client with the benefits of interactive mobile marketing platforms, additional revenue and stable business models. Our clientele includes companies such as Coca-Cola, BMW, MTV, RIM BlackBerry, Razorfish, JCPenney, Vodafone, and T-Mobile.

conVISUAL is currently seeking a dynamic **Sales and Account Manager** (Chicago or New York).

Skills and Experience:

The candidate must be extremely knowledgeable and passionate about media and mobile as a marketing platform, and have a proven track record of profitable sales, relationship building, and customer retention. Successful candidates will also demonstrate an ability to listen well to client needs and have the creativity to develop mobile marketing programs and mobile interactive programs that exceed their expectations. Additional qualifications:

- ▶ Bachelor's degree with a minimum of 4 years sales experience in the media and/or ad agency industry.
- ▶ Ability to develop a strong relationship with media customers and ad agencies.
- ▶ Excellent understanding of sales process and pipeline management
- ▶ Ability to work in a team as well as independently.
- ▶ Excellent presentation skills.
- ▶ Word, Excel, PowerPoint skills.
- ▶ Self-confidence when dealing with customers.
- ▶ Ability to close deals and manage and develop relationships with customers.
- ▶ Ability to meet and exceed sales goals beyond those set
- ▶ Excellent verbal and written communication skills.

Responsibilities:

The Sales & Account Manager is responsible for maintaining and building revenue for both existing key accounts and developing new opportunities in partnership with the sales & marketing team. The Sales & Account Manager will continually prospect for new business opportunities, build strategic relationships and secure incremental/growth revenue. The sales & marketing team will support the Sales & Account Manager on all aspects of a campaign sale. Other responsibilities include:

- ▶ Acts as primary point-of-contact for our media customers and ad agencies.
- ▶ Participate in weekly tactical planning and monthly strategic conference calls with customers to review program results and to maximize transaction levels.
- ▶ Work closely with VP Sales to produce weekly reports to keep sales and executive management aware of account activities.



- ▶ Report any customer needs for additional services beyond conVISUAL's existing product portfolio and applications.
- ▶ Represent conVISUAL at conferences or trade shows.
- ▶ Participate in the sales planning, forecasting and US market strategy planning for long term revenue growth.
- ▶ Review competitive activity and report implications regarding media and creative strategies and market positioning.
- ▶ Grow territory revenue to meet and exceed revenue goals.
- ▶ Review RFP proposals and make solid recommendations.
- ▶ Secure strategic level relationships with client/agency contacts.

You will be actively participating in building a dynamic international company in one of the seminal markets of the upcoming years. Flat hierarchy as well an extraordinary team spirit enables you to work towards objectives in order to offer our customers worldwide qualitative and high end applications within a short time on the basis of our experience.

Compensation:

Salary Commensurate with Experience.
conVISUAL provides a competitive benefits package.

conVISUAL US headquarter is located in Lisle, Illinois (West Suburban Chicago).
Sales office in New York City.

Interested? Are you excited about current development and future potential of the mobile landscape? Please send your **application, resume and your salary expectations**, specifying the title of the position to:

conVISUAL US LLC
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www.convisual.com