

Account Director

Location: New York, NY only

To apply please send your resume, with the **email subject of Ops 2003**, to careers@telescope.tv

Job Description

We are looking for a passionate Account Director to join our Business Development team. The ideal candidate will be a problem solver who can work with large media, sports, and brand clients to provide technology solutions with management experience. Telescope is a small company which is growing rapidly with huge potential for personal and career development.

Skills & Requirements

Minimum Qualifications

- 5+ years client facing digital experience
- Excellent interpersonal skills, both verbal and written
- Come with a current book of business and/or industry contacts to hit the ground running
- Knowledge of current social and digital industry products and capabilities

Preferred Qualifications

- 8+ years of digital/social solutions sales experience
- Ability to motivate and manage a local team of account managers
- Passionate understanding and use of cutting-edge technology
- Ability to build relationships with new and existing clients
- Excellent organizational skills and capability to manage multiple concurrently running projects/clients
- Ability to understand current client needs and translate to relevant products and solutions
- Excellent networking skills both in person and online/social media
- Ability to travel up to 25% of the year, domestically or internationally

Responsibilities

- Be the main point of contact for your book of clients to meet and exceed company and personal revenue goals
- Build and manage a new team of up to 3 account managers.
- Grow existing contacts within each account
- Brainstorm creative concepts and technical solutions for and with clients based on current and future platform and product set
- Research current and future client campaigns to determine opportunities to pitch for our continued product and service offerings

- Develop and lead presentations at events and client meetings to generate new business
- Provide end of campaign reviews to support value-ad sales

Perks

- Extremely competitive compensation package
- 16 paid days off per year
- All national holidays paid per year
- Comprehensive medical, dental, vision, life insurance, and 401k (up to 100% of 6%)
- Once weekly catered lunch
- Free parking (or stipend depending on location)
- Partially paid cell phone coverage
- Fully stocked kitchen with snacks, drinks, and Starbucks coffee
- Two holiday parties for all employees
- Casual work attire

About Telescope

The work environment at Telescope is exciting, engaging, and constantly dynamic. We have major media clients who depend on us year over year to deliver amazing products and support their live TV shows and events. We also leverage close partnerships with social networks like Facebook, Twitter and Instagram to deliver best in class fan engagement products.

Telescope Inc. has been responsible for the most successful television and live media participation shows in the last decade: *American Idol*, *The Voice*, *Dancing with the Stars*, *America's Got Talent*, and *MTV Video Music Awards* to name a few. We also work with NBA, Sprint, Coca Cola, NASCAR, MLS, NASA, Project Greenlight, and many others. We power the technology that supports all voting, audience engagement, and social media campaigns. Our employees come from all backgrounds with rich experiences and a fun company culture.

Telescope Inc. is an equal opportunity employer which does **not** discriminate against: race, color, religion, national origin, age, sex, pregnancy, citizenship, familial status, disability, veterans, or any other protected class.

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