



Sales Director, Brands & Agencies

Location: New York, NY or Los Angeles, CA

To apply please send your resume, with the **email subject of Sales 2018**, to **careers@telescope.tv**

Job Description

We are seeking a social-media-loving sales director with a great attitude to join our growing team. In this role, you will be responsible for generating new sales opportunities with brands and agencies by mining your personal network, attending industry events, and outbound prospecting. You will identify and research potential clients to target, develop a strategy and well-crafted value proposition, and execute email and phone outreach to generate new business. This is a chance to work with some of the most unique and cutting-edge technology in social media, and expand our reach with brands and agencies.

Your main goals will be to generate and close viable leads, educating customers on our products and services, and demonstrate the value of our offerings. This position has great potential to advance within our sales organization.

Skills & Requirements

Preferred Qualifications

- 5 or more years of sales or related market and business experience
- Bachelor's degree
- Excellent interpersonal skills, both verbal and written
- Deep knowledge of currently relevant social media platforms
- Desire to learn and succeed in a consultative sales environment
- Software, SaaS, or ideally online/digital/streaming video sales experience
- Social media or mar-tech sales experience
- Existing relationships with top-tier brands and agencies.
- Great ability to present or demo technology products and command attention
- Authentically curious: you love learning and improving yourself
- Competitive and smart while being conscious of personal behavior and clients' needs
- Naturally entrepreneurial, persistent, interesting, and charismatic
- Drive to succeed and achieve big things!

Responsibilities

You will be responsible for generating revenue above quota with a focus on brands and agencies, a fast-growing segment of our business and where we already enjoy very interesting case studies. Sales Directors manage a \$1M annual revenue target, develop a target account strategy and acquire new customers.

Once your training is ramped up, you will be expected to acquire a minimum of four customers per month with a very consultative sales process. Be prepared to uncover business pains, articulate ROI and deliver customized product demonstrations to help prospects understand the importance of embracing the digital and social engagement evolution for their content and marketing. This is an extremely fast-paced environment.

Targets are marketers of all levels who are looking for help with their online, digital, and social video engagement strategy.

In this role, you will:

- Be responsible for achieving a monthly and annual quota
- Quarterback the resources needed to acquire customers
- Forecast your business within 90% accuracy
- Coach and manage support staff (a customer success rep will be co-assigned to each account)
- Master outbound sales and marketing
- Prospect your own leads. Manage, grow, and maintain a pipeline of interested targets
- Help educate our outbound outreach efforts to improve lead generation in your vertical
- Proactively generate new pipeline opportunities
- Broaden Telescope's brand awareness
- Leverage your creativity, intellect, and attitude to win new business

You need:

- High ethical standards and values consistent with ours: hard work, integrity, and being a team player
- Evidence that you have consistently been a Top Sales Producer (consistently above quota)
- Experience in closing a wide scope of deal sizes, large deals (\$250K+) to transactional quick hits (\$25K-\$50K) and be comfortable with a hybrid sales environment – over the phone and in-person
- Some experience with a startup is preferred
- Experience in successfully executing complex sales cycles with C-Level executives



- Formal sales training a plus: Consultative-selling style and Solution-Selling training strongly preferred

You should have:

- Experience within a sales team that produces and exceeds their goals consistently
- A sharp focus on your professional and personal goals
- Emotional intelligence and natural curiosity
- Strong listening skills and be coachable
- Tons of energy, passion, humor, compassion, and enthusiasm
- Superior communications skills
- Exceptional transactional closing skills

Perks

- Competitive compensation
- Uncapped commission structure
- 16 paid days off per year
- Most national holidays paid per year
- Great medical, dental, vision, life insurance, and 401k (match of 100% up to 6%)
- Free parking (or stipend depending on location)
- Paid cell phone coverage
- Fully stocked kitchen with snacks, drinks, and gourmet coffee
- Casual work attire at the office

About Telescope

The work environment at Telescope is exciting, engaging, and constantly dynamic. We have major media and brand clients who depend on us year over year to deliver amazing products and support their audience engagement campaigns. 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, BMW, NASCAR, MLS, NASA, and many others. We power the technology that supports voting, audience engagement, and social video livestreaming campaigns. Our employees come from all backgrounds with rich experiences and a fun company culture. Our business is increasingly global, and we have offices in Los Angeles, London, and Barcelona.



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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