

**Account Executives Needed**  
(Media Sales, Talent Bookings and Sponsorship Solicitations)

**Description:** NC-based marketing and public relations firm seeks Account Executives with successful sales experience. Qualified candidates must have at least 2 years of experience in sales (preferably in print advertising sales, web advertising sales and sponsorship solicitations). We will also consider those with a combination of education and experience. Must have a strong ability and willingness to sell to local, regional and national accounts. Prior management experience and strong client relationships are important.

**Core responsibilities:** Generate new business through leads and prospecting. Must not be afraid of cold-calling. Maintain current client relationships. Negotiate and close new business. Maintain high level of client and agency satisfaction. Generate quality proposals with timely follow through. Manage weekly reporting process for sales and account status. Maintain personal sales database. Other duties as assigned by CEO. Opportunities to work in the events and pr divisions are available on certain projects are available as well.

**Skills required:** Excellent oral and written communication skills – able to effectively present ideas and information in a professional business environment at a senior level. Computer competence in Word, Excel and PowerPoint. Initiative to develop new business. Strong presentation, interpersonal, organizational, negotiation and time management skills. A bachelor's degree is preferred. Strong analytical skills for applying metrics and measurements in a sales environment. Proven Track record in sales in a business to business environment. Event Sales Experience a plus. Strong desire to excel in a competitive environment. Works with high degree of intensity and follow through. Must be strong team player and possess a great attitude

This is a commission-only position at this time. You will be working primarily in a virtual office environment. Must be flexible to meet evenings and weekends when necessary.

All applicants must possess creativity and flair. Those who have an interest in the fashion, music and entertainment industries are encouraged to apply. If you are a highly driven and self-motivated individual, JSW Media Group will afford you an exciting career opportunity. We offer a fast-paced and dynamic work environment, with a focus on exceeding both individual and team expectations. We encourage you to take risks and develop creative, outside-the-box solutions to impact the value of the products and services you will offer our clients. You'll be encouraged to maintain your individual style while adopting a consultative partnership approach. If you are enthusiastic, highly motivated and looking for a great career opportunity, we encourage you to apply today!

Send current resume and cover letter to [Info@jswmediagroup.com](mailto:Info@jswmediagroup.com).