

NY Agency Sales Director

Eyeview (www.eyevewdigital.com), an innovative video technology start-up, is looking for a talented and highly motivated Agency Sales Director in NY. The Sales Director will be the first of a growing sales team and will shape its growth. He/She will generate and qualify leads, create meetings opportunities, make sales presentations, negotiate deals and build and maintain a solid relationship with prospects and customers.

About the company,

Eyeview, an innovative video technology start-up, helps brands better leverage their TV commercials in the digital medium. Eyeview's post production video technology enables brands to deliver personal and localized messages in real-time to their viewers, making ads more relevant and more effective. The solution keeps best in class TV broadcast quality for online campaigns and runs instantly on all players, publishers, devices, and screens. In May 2011 Eyeview raised funding from Eric Schmidt, LightSpeed and Gemini to launch the solution to the market

Links to read about the company – [AdAge](#), [Business Insider](#), [Globes](#),

Job Description

- Design the sales strategy together with the CRO and CEO and execute on it
- Research the company's target market and map prospects
- Create meetings with prospects agencies through any means necessary
- Present the company's product through conference calls and face-to-face meetings with agencies and media buyers
- Build and maintain lasting relationships with key decision makers within media buyers
- Represent the company and participate in industry events and conferences
- Ability to travel throughout the US

Experience / Skills Required:

- A minimum of two-five years of sales experience in the digital space, preferably online video
- Experience selling to and working within agencies
- Experience in selling technology products and media solutions
- Excellent communication skills, both on the phone and in face-to-face meetings
- Intelligent, go-getter, ambitious, self-motivated and hungry for success
- Great time management skills and ability to self manage

Advantages:

- Experience working in the online video space
- Rolodex of contacts at ad agencies
- Experience working in start-ups

To Apply: Send your resume and cover letter (optional) to jobs-us@eyevewdigital.com