



Senior AE, Online Sales

Position Highlights

Red McCombs Media (RM Media) is looking for an Online Sales Executive with Major Market experience and a proven track record. The ideal candidate must have experience selling digital solutions to direct and agency clients. The candidate must be an aggressive and confident self-starter who thrives in a fast-paced environment. Use your strong skill set and contact base with agencies and direct advertisers to become a part of our growing National team.

Key skills include:

- A proven track record of producing significant revenue
- Self-directed and goal-oriented with the ability to work independently to achieve sales goals
- Extensive knowledge and relationships within Major and Regional agencies
- Strong prospecting skills and the ability to build and develop relationships
- Strategic insight to create customized digital solutions for clients

Other requirements:

- 2+ years of sales experience
- Proven "outside" sales and account development experience
- Strong relationship management skills
- Outstanding interpersonal skills
- Excellent verbal/written and organizational skills
- BS/BA preferred

About the position:

- This is an opportunity to grow with the company and within the company
- You will be a part of a small but well established sales team offering the opportunity to build significant revenue
- Offices are located within a Major Rep firm offering access to traditional sales team relationships and resources
- Base + commission + performance bonus
- Benefits – Medical, Dental, Vision, 401k, Life, Paid Vacation and Sick.

About the company:

RM Media's offerings include targeted display, rich media, video advertising, custom-built vertical channels, SEM, SEO, and mobile marketing. Our unique technology, new product innovation and customized online advertising solutions deliver measureable results to local, regional and national clients including several Fortune 500 companies.

In 2008, Red McCombs Media (RM Media) was ranked by Inc. Magazine as one of the Top 100 Advertising & Marketing Companies and in the Top 5,000 Fastest Growing Private Companies in the Nation. In 2009, Inc. Magazine announced that RM Media, for

the second year in a row, was among the 5,000 Fastest Growing Private companies in the Nation with a three year sales growth of 230.6%. In October of this year LIN TV Corp. (NYSE: TVL), a local television and digital media company acquired Red McCombs Media, LP ("RM Media") as part of LIN TV's digital media strategy, LIN TV has a strong, diversified station portfolio with 27 owned and/or operated television stations and websites in 17 U.S. markets. Over 85% of LIN TV's stations are located in a top 75 Designated Market Areas ("DMA"), according to Nielsen Media. RM Media is an Equal Opportunity Employer.