

Join the team at JSW Media Group and grow with us in a fun and fast-paced environment where we encourage an entrepreneurial spirit and reward innovative and creative thinking. To learn more about what we do, visit [www.jswmediagroup.com/blog](http://www.jswmediagroup.com/blog).

We are currently looking for an **Account Executive-Sponsorship Sales** specifically for our Events division who is a highly motivated, dynamic individual with proven people management and coaching skills, coupled with inside sales experience and success to build and manage our Event Sponsorship Sales team. Our events team covers subject matter of interest to a variety of markets including fashion, literary arts, music and entertainment.

The **Sponsorship Sales Account Executive** will work closely with the CEO to develop strategy and maximize opportunities and efficiencies to ensure business growth.

This is a commission-only position at this time. You will be working primarily in a virtual office environment.

**Responsibilities:**

- Perform personal sales and achieve personal sales targets
- Attending and participating in ongoing sales training
- Administer sales policies and procedures in a consistent and equitable manner.
- Providing weekly reports on sales activities, projections and performance.
- Work with counterparts in with our affiliate companies to facilitate integration of products and services
- Providing input for marketing materials and literature
- Overall Company sales growth and sales pipeline management.
- Working closely senior management in providing sales strategies and new product development

**Requirements:**

- Need 2 years of displayed outside sales success
- Strong analytical skills for applying metrics and measurements in a sales environment
- A bachelors degree is preferred
- Proven Track record in sales in a business to business environment
- Event Sales Experience a plus
- Excellent oral and written communication skills – able to effectively present ideas and information in a professional business environment at a senior level
- Outstanding time management and organizational skills
- Computer literacy and strong analytical skills
- 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

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! To apply, send a letter of inquiry and resume to [info@jswmediagroup.com](mailto:info@jswmediagroup.com).