

Managing Director

New York

The Opportunity

We currently have a fantastic opportunity for a New York-based Managing Director, focusing on building the notoriety of Hotspex Media Division across the US market. The role will work closely with the internal ad operations teams as well as manage external vendors and partner relationships to close leads and gain additional clients for the business. This role will be reporting directly in to the President and CEO of Hotspex Media and Hotspex.

Responsibilities Will Include

Taking sales from prospecting to close, both for outbound sales efforts and inbound referrals from strategic partners.

Providing consultative expertise for digital marketing to Agencies and Advertisers

Building solutions for prospective clients based on their unique needs

Managing the sales operations across the US from our shared office space in NYC

Providing feedback to senior leadership and ad ops so we can adapt quickly in the market

Furthering relationships with strategic partners

Qualifications/Background Sought

5+ years of adtech sales experience required

High level of attention to detail and organizational skills

Exceptional ability to learn, adapt, discover and test new ideas

Desire to work in a fast-paced, high-pressure, and fun startup environment

Desire to build a company up from an early stage

Ambitious self-starter who can ramp up quickly

Experience with a CRM system required, Salesforce highly preferred

Ability to work in the US and Canada

Experience within the US market

What We Offer

Competitive salary + year-end bonus tied to Company performance

Competitive vacation policy

Cell phone plan

Lunch and transportation cost benefits

Company Uber account to get you around in style