



Director of Digital Ad Sales  
Creative Class Group

The [Creative Class](http://www.creativeclass.com) is the online source for everything creative in work, life and play. A unique website combining highly intellectual and leading **content**, an authentic and organic **community** as well as a place for **commerce**. The Creative Class brand is founded on the theories of leading academic, Richard Florida. Dr. Florida is a national and international best-selling author, global speaker, research director, and professor of business and creativity. The Creative Class Group is a global advisory services firm that develops new ideas and strategies for business, government competitiveness and community prosperity. The CCG team is comprised of next-generation thinkers and strategists who offer companies, associations, and regions access to leading-edge knowledge, trends, consulting, research and training. Creativeclass.com has a unique global audience with visitors from over 100 countries comprised of cutting edge companies, entrepreneurs, academics, and leading NGO's. For more information on CCG, upcoming events, clients and services visit [www.creativeclass.com](http://www.creativeclass.com).

## **JOB DESCRIPTION:**

The primary focus of this position is the management, sales and strategy for [www.creativeclass.com](http://www.creativeclass.com). We are looking for a dynamic, self-starting professional that has a track record in building and closing digital advertising deals with the leading digital ad agencies. Position reports to CEO of the Creative Class Group.

## **Responsibilities**

- Build and develop sales pipeline with digital agencies and advertisers
- Secure steady stream of RFP's from digital agencies and advertisers, inline with buying cycles
- Respond expeditiously and creatively to RFP requests
- Provide regular market feedback to executive team for planning purposes
- Interpret client goals, develop successful campaigns against those goals and provide campaign success metrics
- Collaborate with television ad sales team in building multi-platform packages
- Meet quarterly and annual revenue goals

## **Requirements**

- 3 – 5 years of Online Media Ad Sales required
- Established client relationships with digital agencies
- Excellent client communication and interpersonal skills
- Proven sales success
- Ability to meet and exceed sales targets
- Team player who can excel in an entrepreneurial culture
- Ability to self motivate
- Strong knowledge of digital media industry as well as measurement tools
- Ability to work with digital media research
- A bachelor's degree is required

## **Compensation**

- Great commission on sales with unlimited potential
- Competitive Salary
- Freedom and Flexibility to work from anywhere
- Freedom to manage own schedule and calendar
- Bonus based on profitability

Interested candidates should email a cover letter and resume to [reham@creativeclass.com](mailto:reham@creativeclass.com)