



JOB DESCRIPTION - On Demand Digital Sales Representative

Schedule: Full-time

Position: Salaried w/ commissions

TV Jax is looking for digital savvy, highly motivated, sales professionals to launch our advertising team in **Jacksonville, FL**. We are selling advertising on our TVJax platform which includes “On Demand”, “live stream”, and “Website” based advertising solutions. Our ideal candidate will be goal oriented, work well individually and in a group setting, and has a penchant for building relationships. If you are passionate about selling, have an interest in arts, entertainment, music, digital advertising, and possess excellent presentation and closing skills - then we'd love to talk to you!

Digital Sales Representative will maximize advertising sales potential, through the development of quality business relationships and promotion of new/existing advertising assets. This position requires a heavy amount of prospecting and lead-development with small businesses and regional/national advertisers. Working with our programming team to create catered on air and complimentary digital sponsorship and advertising is a key component for this position.

Essential Duties include:

- Evaluating the marketplace and our original shows to pair our upcoming shows with potential sponsors.
- Develop and understanding of our clients needs, and develop an advertising solution for them across our platforms.
- Attending staff meetings as required.



- Delivering customized sales presentations in person, or by phone/web-demos.
- Developing existing leads
- Generating new leads by making cold calls and maintaining a database to track response.
- Establish monthly sales goals.
- Be an advocate for TVJax and ensure a quality customer experience.

Compensation and Benefits

- Base Salary & Uncapped Monthly Commissions coincide with experience.

Desired Skills and Experience

Our Ideal Candidate:

- You are a team player
- You can find fun in your job, while maintaining a professional sensibility
- You're willing to have an open mind and develop new strategies
- You have an outgoing, resilient personality
- You enjoy bringing in new business
- You're performance driven and self motivated
- You're self-confident and strive to always find a way to do things better

Required Skills:

- Bachelor's degree preferred



- Passion to educate & sell
- Exceptional written, verbal, phone and presentation skills
- Strong organizational, time management and computer skills
- Understanding and use of Salesforce.com
- Understanding of TV Media Sales

TVJax is an EEO employer and performs pre-employment background checks.

Please send email with resume to kathryn@tvjax.com