

Sales and Account Executive

The Sales team is responsible of driving revenue and supporting the company's expanding base of advertisers, publishers and users of FNBox's business units. The goal of the Account Executive is to drive and grow business revenue through the acquisition of new accounts for Sonico and Datam in the Latin American market. A stellar performer will provide integrated, cross-platform advertising solutions and manage business relationships to ensure that client' needs and requirements are met with the highest level of service. In this position you will be comfortable making cold calls on a daily basis in order to gain new clients. It will be the perfect opportunity for you to apply your proven experience in prospecting and growing an account list while closing sales consistently over a sustained period of time. A proactive, motivated, organized, responsible, team-oriented person who is able to work in a fast-paced environment will be the key leader for our team.

Responsibilities:

- Work collaboratively with the team to drive revenue growth with new and existing customers
- Proactively prospect, qualify, grow, and maintain a territory account list
- Follow up the campaigns seeking to improve the client service
- Pitch new business to advertising agencies and direct clients
- Provide smart research on client and industry-specific information
- Update and create sales proposals as well as run inventory requests
- Assess ongoing and future campaigns to ensure quality and tailor made sales
- Maximize customer retention through developing relationships with key accounts
- Work closely with Fnbox's management in the definition of sales strategic plan
- Propose key competitive moves for the product lines having in mind the global market trends

Requirements:

- Business Administration or Marketing degree with a strong academic record
- Extensive sales experience with a history of overachieving targets, preferably in business acquisition
- Stellar negotiation skills and ability to persuade at the executive management level
- Excellent analytical skills to be able to evaluate the client's conversion targets through the funnel
- Passion for sales and the online business, with a deep desire to transfer your know how to the Sales team
- Entrepreneurial spirit and natural instinct for revenue-generating activities
- Consulting skills to understand the clients' businesses and to adjust FNBox's tools to their needs
- Outstanding oral and written skills both in Spanish and English. Knowledge of Portuguese is highly-valued
- Action-oriented professional with bias to drive innovation and improvement

About Fnbox Ventures Inc.

Founded in 2002, Fnbox is a leading Latin-American holding enterprise focused on the creation and development of global and scalable Internet companies which offer a variety of inventive solutions for our customer's everyday problems. Supported by our American investors and rewarded as a Great Place to Work in 2008, 2009 and 2010, we continually work to build a world class company to become a powerhouse of technology and innovation in our region. To know more about us and our companies, visit www.fnbox.com

Join the adventure: job@fnbox.com

