



Sales Account Manager
4 Current Openings: US - all regions
Greater Areas of Atlanta, Los Angeles
Chicago/St. Louis, Boston

Position Description/Requirements
April 2010

Job Description: The Sales Account Manager is responsible for online advertising sales and monetization growth for each assigned media partner and their sales teams.

Key responsibilities include:

- Consistently deliver monthly and quarterly revenue results that meet or exceed objectives.
- Provide sales/product training, motivation and leadership to an account base of partners and their sales teams. Make in-field calls with partner sales team members to train and to assist them in closing business.
- Consult with and develop strong long-term partnerships/relationships with the CEO and other executives of Matchbin's channel partners/media organizations. Influence these executives to prioritize online advertising sales to compliment their traditional print/on air advertising.
- Maximize the revenue from all online advertising solutions; business directory websites, SEO/SEM solutions, local/national banner advertising, email/text message campaigns, mobile couponing, call tracking, SMB services, local paid search and other products.
- Develop and execute a sales management strategy and aggressive sales plan metrics designed to create accountability and meet company revenue goals.
- As much as 75% travel may be required.
- Consistent reporting and updates via sales customer relationship management (CRM) software.

Skills/Experience Requirements:

- 2+ years proven track record selling Interactive Media or other B2B Internet, software-as-a-service (SaaS) or comparable products/services.
- Experience as a trainer and the ability to teach, motivate and mentor sales teams.
- Experience in selling online advertising and services/software to small and medium businesses.
- BA/BS in marketing, business management or computer science preferred.
- Experience with forecasting and modeling tools, including the use of CRM systems.
- Excellent communicator capable of building relationships and communicating effectively with every level in the organization through outstanding verbal, written, and presentation skills.
- Strong knowledge of SEO, SEM and internet-based lead generation methodologies.

- Results/metric-oriented, strong decision maker with ability to prioritize and organize work, and meet aggressive timelines.

Compensation

Compensation will include a base salary plus a variable component tied to production. Matchbin will offer a total package that will be competitive with the industry and applicant experience, and will reflect the potential upside commensurate with a growth company. Matchbin is an equal opportunity employer.

About Matchbin – www.matchbin.com

Matchbin is transforming community newspapers, radio stations, and TV stations from traditional media companies to new online media success stories. Matchbin creates and hosts content rich websites for these local media companies where loyal visitors are acquired via these trusted, local brands. Since launching our first Community Marketplace website in January 2008, Matchbin has grown to over 420 local websites and enjoys partnerships with many leading local media partners.

Examples of Matchbin's hosted partner websites:

- <http://thepress.net/>
- <http://pregameface.com/>
- <http://www.heraldsun.com/>
- <http://www.annistonstar.com/>
- <http://www.fetchtoto.com/>
- <http://blinc.eagletribune.com/>
- <http://www.mdjonline.com/>
- <http://times-georgian.com/>
- <http://www.warwickonline.com/>
- <http://www.theplainsman.com/>

Contact:

Ammie, Sales Operations
resume@matchbin.com