



Sales Representative / Account Executive

Location: Flexible

Salary / Wage: Negotiable

Company Overview:

AdParlor is a unique and exciting startup – well established in the social network advertising industry. We help small businesses as well as large organizations enter social media. Our advertising network alone delivers millions of ad impressions daily on facebook, myspace, hi5, bebo, orkut, and friendster. We have aggressive growth plans and welcome individuals with similar drive and determination. All of our employees have the autonomy to make big decisions. There is plenty of flexibility throughout the workplace, as we realize that most people have certain hours where they perform best – and it is not always between 9 and 5.

Position Overview:

The Account Executive position will involve driving sales using existing leads as well as generating new leads. We offer extreme flexibility for our employees and sales commissions are well above industry standards. We are looking for an individual who is energetic and performance oriented with prior sales experience – preferably in the online advertising space. You will have the opportunity to close deals with Fortune 500 companies who are looking to advertise on social networking sites.

Job Responsibilities:

- Close sales based on existing leads
- Generate new sales leads through a variety of techniques
- Work with executive team to establish sales strategies and CRM strategy
- Be accountable to hitting certain sales milestones

Skills Requirements:

- Must have excellent people and negotiation skills and be highly motivated to succeed
- Previous sales experience is a must – preferably in the online advertising space
- An understanding of major the social networking sites (facebook, myspace, hi5, bebo, orkut)
- Strong decision making skills – You will be given lot's of autonomy in this role

Interested?

Please send in your resume to careers@adparlor.com and we will get back to you a.s.a.p.