



Job Title	Digital Sales Leader
Reports to	Chief Operating Officer

Job purpose

AltaVista Strategic Partners is seeking an experienced Digital Sales Leader to join our growing team. The primary purpose of this position is to grow our Digital Marketing Division with services including, but not limited to, Google Ads, Social Media Marketing, SEO, Video Marketing and Website Development. You will utilize marketing strategies to help expand AltaVista's presence nationwide, while ensuring partner and customer satisfaction.

Duties and responsibilities

- Lead generation and prospecting
- Maintain a strong sales pipeline of digital customer prospects
- Engage, qualify and close prospective digital customers
- Participation at expos and tradeshows, as needed
- Work with the internal marketing team to utilize marketing strategies to help generate opportunities
- Maintain adequate relationships with existing clients, who will be managed by account managers
- Provide helpful and necessary feedback on our services, and also customer feedback
- Meet and exceed monthly sales goals
- Analyze sales/metrics data to help evolve your strategies

Qualifications

The best candidate for this role will:

- Be self-motivated, passionate and driven to succeed
- Have the ability to work independently in a fast-paced environment
- Understand digital marketing strategies
- Have the ability to multitask, prioritize, and thrive in a fast-paced and frequently changing environment
- Demonstrate skills in the following areas: cold calling, pitching, closing, organization, time management

Requirements for this position are the following:

- 4-year Bachelor's Degree in Business Administration or Marketing
- 5-8 years of proven successful sales experience
- Strong verbal and written communication skills
- Willingness to work in a team-based atmosphere and take direction from leadership

Company Benefits

- Open-floor office environment with standing desks
- Flexible hours
- Work from home policy
- 3 weeks of paid time off
- 8 paid major holidays
- 2 paid floating holidays
- Health insurance plan
- 401(k) plan with up to a 3% employer match
- Generous quarterly incentive program

AltaVista Strategic Partners is an equal opportunity employer and will consider all applications equally and without regard to race, sex, creed, religion, color, national origin, age, family history, or sexual orientation.