

# Example of Digital Sales Job Description

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Our innovative and growing company is hiring for a digital sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for digital sales

- Prospect (by phone and in person), present, close, and manage new relationships with local clients regional and national clients seeking digital advertising solutions
- Determine clients' current and future advertising and marketing needs, creating customized solutions, and closing sales for retained and incremental revenue
- Uncover new opportunities, while remaining steadfast with your current client list
- Communicate and report sales plans and actions taken
- Employ an entrepreneurial and creative approach to your business
- Attend outside functions as needed
- Create media plans for incoming RFPs proactive, custom marketing ideas
- Work with all internal departments (Ad Ops, Account Management, Finance ) on the development and implementation of client campaigns
- Leverage Democrat & Chronicle's digital product portfolio in developing marketing solutions that deliver ROI to meet clients' business objectives
- Work in tandem with the Digital Sales Managers to form revenue strategy, expense management, training, and overall cross-media revenue production

## Qualifications for digital sales

- Must be willing to work on site in Fort Worth, TX just south of DFW airport

- Must be willing to work in San Francisco
- Skilled using Microsoft Office
- Sell digital advertising solutions, demonstrate an understanding of these products and articulate the value of those products to our customers