



NEW BUSINESS DEVELOPMENT MANAGER JOB DESCRIPTION

We are currently looking for an experienced New Business Development Salesperson.

Here are some answers to FAQs you might have.

What does the agency do?

Single Source is both Agency of Record for accounts as well as assigned to focus on special marketing projects. We are deeply, deeply involved in our clients' operations. In addition to typical advertising demands, our staff is often in the center of creating and executing sales and marketing strategies, merchandising decisions and promotional efforts that are complicated and address multiple, client needs.

Work experience?

Must have three to five years of business development experience in the advertising or media arena with a proven track record.

Core competencies?

Need to be superior at prospecting, asking questions and uncovering meaningful needs of potential clients. You also need to be exceptional at writing and delivering stellar presentations. Strong skills in Microsoft Word, PowerPoint, Outlook and Excel are also a must.

Responsibilities?

Your focus and responsibility will be to bring in the right kind of new business to the agency. This means finding clients who give us access to all decision-makers and appreciate the value our agency brings to the table. Specific duties include prospecting, developing a referral network and building relationships with advertising agency search firms.

Attitude?

Must be positive, focused and driven to produce results.

Here's how you apply:

Qualified applicants are encouraged to send a cover e-mail with desired base compensation, commission and resume in PDF or Word format to: hr@singlesourcepromo.com with "New Business Development" in the subject header.