

**Out of Home Media Sales Specialist**  
**New York/ Chicago/ Atlanta/ Dallas/ Los Angeles**

Redstone Outdoor Media is looking for experienced Out of Home Advertising sales professionals to assist in filling our Nationwide portfolio of 1200+ retail properties.

**Company Overview:**

Redstone Outdoor Media is a full-service, location-based, outdoor advertising company built on our patented Poletector™ platform. We specialize in providing creative advertising mediums that deliver multiple impressions to consumers at key point of purchase locations. Supermarkets, malls, and big box stores are prime location examples of where consumers must routinely go to purchase essential items on a daily and weekly basis.

**About the Job:**

This person will be responsible for obtaining new regional and national advertisers for our clients' locations, as well as for managing existing accounts. This is a rare opportunity for experienced Out of Home Media sellers who desire to: 1) shine at a smaller agency, 2) finally unleash personal creativity without reprisal, 3) rapidly ascend into management via performance and 4) get in at the ground floor of a one of a kind start-up.



*Do you have what it takes to sell similar ads on similar light poles in shopping centers across the US?*

Duties include the following:

- Manage OOH media projects from start to finish
- Research OOH trends that will lead to new concepts
- Manage planning, creative, and traffic teams to ensure timely delivery
- Actively seek additional projects/new business through client contacts and through cold-calling
- Effectively present, sell and defend all agency work/proposals to clients
- Coordinate agency efforts on behalf of assigned accounts
- Check and approve creative materials
- Report team's and accounts' status weekly/regularly to management and clients
- Develop initiatives to grow both the clients' and the agency's business

**Requirements:**

Candidates must possess or demonstrate the following:

- 5+ years of advertising sales experience, preferably at an agency
- Expertise with OOH media and production
- Proven revenue generation
- A team player with an entrepreneurial spirit
- Self-starter with a strong sense of urgency
- Ability to manage the creative, financial, and research aspects of the position simultaneously
- Strong management skills with ability to delegate
- Proven relationship-building skills
- Excellent presentation skills with ability to argue a point of view coherently, concretely and tactfully
- Ability to follow-up with clients and follow-through on requests
- Possess a keen eye for detail

**Compensation:**

The compensation package begins with a 15% commission on total ad buy. Full compensation plan will be addressed during multi-interview selection process.

Equal Opportunity Employer.

Interested and qualified candidates should e-mail resume to [careers@redstoneoutdoormedia.com](mailto:careers@redstoneoutdoormedia.com) for confidential consideration.