


## VP of Sales, Brands & Agencies

 **Location:** United States or Canada

 **To Apply:** Send your resume with the subject line “VP of Sales, Brands & Agencies” to [michael.porter@telescope.tv](mailto:michael.porter@telescope.tv)

### About the Role









At Telescope, we understand that a high-performing sales team is the foundation of every successful business. That’s why we’re looking for an experienced and results-driven VP of Sales, Brands & Agencies to expand our sales pipeline, develop strategic client relationships, and drive new business revenue – primarily within brand and agency verticals.

In this role, you will collaborate closely with our SVP of Strategy & Development, leveraging both your industry expertise and professional network to identify, pitch, and close new business opportunities. You will be expected to quickly learn our solutions, communicate their value effectively, and represent Telescope at key industry events.

Though we are now part of the Bally’s Interactive family, we maintain a fast-moving, startup culture in a high-growth industry. If you’re looking for an innovative company that partners with world-renowned clients and offers exciting opportunities for career growth, this is the role for you!

### Key Responsibilities

As **VP of Sales, Brands & Agencies**, you will:

-  **Drive New Sales & Revenue Growth** – Own and exceed a quarterly revenue quota by identifying, pitching, and closing new business deals.
-  **Leverage Your Network** – Bring your **existing book of business** and industry contacts to Telescope, using these relationships to generate new opportunities.
-  **Prospect & Build Relationships** – Identify, nurture, and develop relationships with new and existing prospects, ensuring a strong pipeline.
-  **Lead Sales Presentations & Pitches** – Deliver compelling presentations, product demonstrations, and pitches to potential clients.
-  **Collaborate Cross-Functionally** – Work with account management, marketing, and technology teams to align efforts and drive business success.
-  **Develop Sales Strategies** – Identify best practices, refine our lead generation playbook, and contribute to the evolution of our sales process.
-  **Stay Industry-Savvy** – Keep up with trends in media, entertainment, advertising, and technology to better position our solutions in the market.
-  **Track & Report Sales Performance** – Provide regular updates to leadership on pipeline development, sales performance, and business metrics.

### What You Bring

- ✓ **10+ years** of experience in sales, business development, or a related role, with a proven track record of exceeding revenue targets.
- ✓ **A strong network of brand and agency contacts** that align with Telescope's solutions.
- ✓ **Bachelor's degree required**; MBA preferred.
- ✓ Excellent **communication and presentation skills**, both written and verbal.
- ✓ Ability to **develop and execute strategic sales plans**, with a balance of consultative and SaaS-focused sales approaches.
- ✓ Strong **negotiation and relationship-building skills**, with a proactive and results-driven mindset.
- ✓ Deep understanding of **digital engagement, audience interaction, and social media marketing trends**.
- ✓ High ethical standards, integrity, and a collaborative, team-player attitude.
- ✓ Experience in a **startup or high-growth environment** preferred.
- ✓ **Formal sales training** (e.g., consultative or SaaS sales) is a plus.
- ✓ Proficiency with **CRM tools** is a plus.

## Why Join Telescope?

At **Telescope**, we thrive in a **fast-paced, high-growth environment**, delivering cutting-edge digital engagement solutions for the biggest names in media, sports, and entertainment. Our partners include major industry leaders like **NBA, ESPN, Amazon, Intuit, and Crayola**, as well as iconic entertainment franchises such as **American Idol, The Voice, and America's Got Talent**.

With offices in **Los Angeles, London, and Barcelona**, we operate on a **global scale** while maintaining an agile and entrepreneurial culture. As part of **Bally's Interactive**, we continue to push innovation forward while embracing the excitement of a startup environment.

### ✨ **Perks & Benefits:**

- **Exciting, dynamic work culture** with a passionate, collaborative team
- **Opportunities for career advancement** in a fast-growing company
- **Work with top-tier clients** across media, entertainment, and sports
- **Industry events & networking opportunities**
- **Competitive compensation & benefits**

## Ready to Make an Impact?



 **Apply today!** Send your resume to **michael.porter@telescope.tv** with the subject line **“VP of Sales, Brands & Agencies”**.

Telescope Inc. is an **equal opportunity employer** and welcomes applicants from all backgrounds. We do not discriminate based on race, color, religion, national origin, age, sex, pregnancy, citizenship, familial status, disability, veteran status, or any other protected class.