

Account Manager

Location: Los Angeles

To apply please send your resume, with the **email subject of Sales AM2020**, to careers@telescope.tv

Job Description

We are seeking a social-media-loving Account Manager with a great attitude to join our growing team. In this role, you will be responsible for working closely with our Senior Director of Account Development and wider sales team to generate new sales opportunities by strengthening existing client accounts, mining new relationships, attending client meetings and industry events, and prospecting within existing and new client account structures. You will work side by side with the sales team to support sales efforts both internally and externally by building decks, generating proposals, following up with contacts, and coordinating with our internal teams to develop the most compelling solutions and prices for our clients. Additionally, you will work closely with and support sales management efforts to identify and research potential clients to target, develop a strategic understanding of our products and services, and a well-crafted value proposition, to generate new business and represent Telescope. This is a chance to work with some of the most unique and cutting-edge technology in social media and the digital space to help expand our leading position in the interactive audience engagement space.

Your main goals will be to help your manager and the wider sales team to generate and close viable leads, educate customers on our products and services, and demonstrate the value of our offerings. This position has great potential to advance within our sales organization.

Skills & Requirements

Preferred Qualifications

- 3+ years of sales or related market/product experience
- Bachelor's Degree or above, MBA a plus
- Excellent interpersonal skills, both verbal and written
- Deep knowledge of current relevant social media platforms and digital media
- Desire to learn and succeed in a consultative sales environment
- Software, SaaS, or ideally online/digital/streaming video sales experience
- Producer, social media, or mar-tech sales experience a plus
- Great ability to present or demo technology products and command attention
- Authentically curious, you love learning and improving yourself
- Naturally entrepreneurial
- Competitive and smart while being conscious of personal behavior & client needs

- Persistent, interesting and charismatic
- Drive to succeed and achieve big things!

Responsibilities

You will be responsible for working closely with our Senior Director of Account Development and contributing to account growth with a focus on generating revenue above quota. Sometimes, you will be supporting the wider sales team on certain opportunities, and other times, you will be expected to follow up independently with certain opportunities and clients. Quota targets for the team, and any individual component, will be communicated to you on an annual basis, and reviewed with you quarterly.

Once your training is ramped up, you will be expected to become highly conversant in our solutions and represent Telescope in client meetings, industry events, client calls and presentations, etc. Telescope employs a very consultative sales process, so communication skills, both written and verbal, are paramount. Be prepared to uncover business pains, articulate ROI and deliver customized product demonstrations to help prospects understand the importance of embracing the digital and social engagement evolution for their content and marketing. This is an extremely fast paced environment.

Our clients are content providers, sports leagues, brands and marketers of all levels that are looking for help with their online, digital and social, and video engagement strategies and needs.

In this role, you will:

- Be responsible for helping your team achieve a monthly quota
- Quarterback the internal resources needed to acquire customers
- Prepare high quality proposals and client communications in a timely manner
- Mine existing and new relationships. Manage, grow, and maintain a pipeline of interested targets.
- Broaden Telescope's Brand Awareness
- Leverage your creativity, intellect and attitude, in order to win new business.

You need to:

- Have high ethical standards and values consistent with ours: hard work, integrity, and being a team player.
- Evidence that you have consistently been a top performer
- Have experience in closing or helping progress a wide scope of deal sizes, large deals (\$250K+) to transactional quick hits (\$25K-\$50K) and be comfortable with a hybrid sales environment – over the phone and in-person.
- Some experience with a startup is preferred
- Formal sales training a plus: Consultative-selling style and Solution-Selling training strongly preferred

You should have:

- Experience within a sales team that produces and exceeds their goals consistently
- A sharp focus on your professional and personal goals
- Emotional intelligence and natural curiosity
- Strong listening skills and be coachable
- Tons of energy, passion, humor, compassion, and enthusiasm
- Superior communications skills
- Proactive and independent working style, and be dependable

About Telescope

The work environment at Telescope is exciting, engaging, and constantly dynamic. We have major media and brand clients who depend on us year over year to deliver amazing products and support their audience engagement campaigns. We also leverage close partnerships with social networks like Facebook, Twitter and Instagram to deliver best in class fan engagement products.

Telescope Inc. has been responsible for the most successful television and live media participation shows in the last decade: *American Idol*, *The Voice*, *Dancing with the Stars*, *America's Got Talent*, and *MTV Video Music Awards* to name a few. We also work with clients and partners like NBA, WNBA, Amazon, Facebook, Twitter, TikTok, Coca Cola, Anheuser-Busch, Amazon, Warner Bros, Paramount, and many others. We power the technology that supports voting, audience engagement, and social video livestreaming campaigns. Our employees come from all backgrounds with rich experiences and a fun company culture. Our business is increasingly global, and we have offices in Los Angeles, Chicago, London, and Barcelona.

Telescope Inc. is an equal opportunity employer which does **not** discriminate against: race, color, religion, national origin, age, sex, pregnancy, citizenship, familial status, disability, veterans, or any other protected class.

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