



ACCOUNT MANAGER POSITION DESCRIPTION

Open Positions:

- New York, NY
- Washington, DC
- San Francisco/San Jose, CA
- London, UK

About the Opportunity:

We are seeking experienced, PROVEN sales professionals with a successful track record selling data, software and content services to the media and entertainment market. If you are a strategic sales professional (a true hunter) that has a strong understanding and track record of selling digital media solutions, you will be very interested in this opportunity.

Successful candidates will be responsible for identifying, qualifying and closing media and entertainment companies, publishers, television and production companies, and e-businesses on Vusion's video distribution services. This person will need to have strong business and consultative sales experience in positioning solutions and end-user experience to "C" level decision makers.

Responsibilities:

- Create to new business opportunities and drive to closure.
- Create and execute a territory plan.
- Meet and/or exceed individual quota.
- Create client relationships with key contacts within target accounts.
- Provide product information, coordinate demos, generate proposals and service orders.
- Utilize internal sales force automation software provided by the company.
- Build and maintain pipeline w/qualified leads.
- Establish and develop internal relationships with Engineering, Operations, Marketing and Administrative Staff.

Requirements and Qualifications:

- Bachelor's degree required.
- 8+ years of successful direct field sales experience in Internet, content distribution services, software, or related. Selling to the Media Industry a plus.
- Understanding of video streaming, online advertising, network and Internet applications, content distribution services and other e-Business technologies.
- Proven closer of complex solutions and infrastructure deals.
- Ability and understanding of how to work with Senior level business owners.
- Self-motivated, organized, professional comfortable working out of a remote office away from headquarters.
- Excellent communicator, comfortable in a fast-paced environment with focus on sales to rapidly increase market share.
- Travel required on an as needed basis.

Please email your resume to **Jobs@Vusion.com**