



SENIOR ACCOUNT EXECUTIVE

REMEZCLA is a rapidly-growing digital media company covering lifestyle, culture and music for Latino millennials in the U.S. What began as a Latino lifestyle blog in 2006 is now a thriving entertainment brand and authority leading the voice and perspective of the undiscovered Latin culture scene.

REMEZCLA is looking for a **Senior Account Executive** to join our Revenue team in NYC. As a Senior Account Executive, you will be the day-to-day leader of business development out in the world and in the trenches making new opportunities happen for Remezcla. Responsible for managing all facets of Business Development including building new relationships, nurturing existing opportunities, needs assessments, strategy, presentation and proposal creation. Guide the Brand Partnership team in providing exceptional day-to-day support for internal team and setting the tone for exceptional client experiences.

Build a strong nurturing/working relationship with potential clients and maintain all of the tools and reports used internally for successful project and financial management. Position reports to the Chief Revenue Officer.

Identifying new business opportunities with existing clients. You will be pitching new business and maintaining existing relationships with Fortune 500 companies. Seeking bright, driven individual with a successful track record in new business development/sales with experience in entertainment and technology and exposure to Fortune 500 companies. We are looking for the new business developer who delivers with style, grace and intelligence not the hardcore sales type

RESPONSIBILITIES

- Achieve revenue goals on a quarterly / annual basis
- Drive early stage opportunities through the pipeline
- Develop, cultivate, and manage global relationships that partner our intelligence with key executives and decision makers to influence the digital marketplace
- Seek out and develop relationships with new clients, sell solutions that support their strategic and tactical needs; develop an understanding of client's' business issues
- Drive engagement with clients, usage of our product, and deliver an exceptional customer experience
- Communicate effectively in writing and over the phone
- Accurately manage and forecast sales pipeline

REQUIREMENTS

- Demonstrated track record of winning business and hitting targets
- Proven experience selling to the C-Suite
- 5 years of media, client, agency sales experience, existing contact list



- Possess an entrepreneurial spirit and can operate well in a startup environment. Detailed oriented, proactive and extremely organized
- Passion for U.S. Hispanic culture and for developing ideas which help shape and innovate culture
- Familiar with REMEZCLA's brand, content and audience. In touch with culture, trends, marketing, media and brand landscapes
- The ideal candidate understands and is familiar with creative environments and will act as an advocate for the REMEZCLA brand while ensuring the client's brand objectives are also met in every project
- Effective problem solver with proven ability to remove roadblocks
- The ability to fully understand client business needs, competitive landscape and identify, sustain and grow client relationships
- Deep understanding of advertising and social media performance metrics
- Spanish proficiency not required, but always a **PLUS**
- Previous experience in the following categories are a **PLUS**: consumer packaged goods, beer, wines & spirits, media and entertainment

CONTACT

Email your resume and samples of work to jobs@remezcla.com (write "**Senior Account Executive**" in subject line) and tell us briefly about yourself and why you're interested in the position. Links to your LinkedIn, Facebook, Instagram, Twitter, etc, are welcome.

ABOUT REMEZCLA

REMEZCLA is a rapidly-growing independent media brand. Founded in 2006, REMEZCLA was the first premium digital destination for young, bicultural Latinos. Today, it reaches a global audience of 50 million. The brand has become the go-to, on-the-pulse source to discover fresh Latino culture. REMEZCLA is also the preferred partner for leading brands interested in creating relevant content and experiences for a new generation of Latinos. REMEZCLA and its best-in-class team have earned marketing awards across several categories including: EX Award, ANA Reggie Award, BizBash Award, among others.

Certified Minority-Owned Business Enterprise

In line with its mission to empower new Latino leaders, REMEZCLA was founded and remains led by U.S. Latino entrepreneurs.

Learn more at REMEZCLA.com

***REMEZCLA is an equal opportunity employer, offering a great work environment, challenging career opportunities, professional training and competitive compensation.**

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