



Account Executive Job Description

(Remote, Commission-Based)

At Digital Marketing Maven & Associates, we specialize in providing innovative marketing solutions that empower businesses to grow and succeed. As a full-service agency, we thrive on creating impactful strategies and delivering exceptional results for our clients. We're looking for a motivated and dynamic Account Executive to join our team and play a key role in driving new business growth. If you have a knack for building relationships and a passion for business development, we want to hear from you!

Position Title: Account Executive

Location: Remote

Position Type: Commission-Based

Why Join Us?

- **Flexible Work Environment:** Work remotely with the freedom to create your own schedule.
- **Earning Potential:** Enjoy a commission-based role with unlimited income potential.
- **Growth Opportunities:** Contribute to the growth of a dynamic and innovative agency, with opportunities for professional development.

Key Responsibilities:

- Develop and execute strategies to bring in new business for Digital Marketing Maven & Associates.
- Nurture warm leads and past inquiries to convert them into active clients.
- Identify and generate new leads through various channels, including networking, referrals, and outreach.
- Set up calls, meetings, and follow-ups with potential clients to understand their needs and present DMM's marketing solutions.
- Build and maintain relationships with prospects and clients, ensuring high levels of engagement and satisfaction.
- Attend events, both virtual and in-person, to network and generate new business opportunities.
- Collaborate with internal teams to develop tailored proposals and presentations that meet client needs.
- Track and report on sales activities and results to ensure targets are met or exceeded.

Required Skills:

- Proven experience in business development, sales, or account management, ideally within a marketing, advertising, or related agency environment.
- Excellent verbal and written communication skills.
- Strong ability to build relationships and rapport with clients and prospects.
- Self-motivated and driven to achieve sales targets and goals.
- Proficient in using CRM tools and software to manage leads, track progress, and maintain client information.
- Strong organizational skills and attention to detail.

Desired Characteristics:

- Entrepreneurial spirit with a passion for sales and business growth.
- Ability to work independently while being a collaborative team player.
- Highly adaptable and able to thrive in a fast-paced, dynamic environment.
- Strong problem-solving skills and a proactive approach to identifying opportunities.
- Comfortable attending events, networking, and representing the company in various settings.
- Energetic, goal-oriented, and committed to continuous improvement.

How to Apply:

Are you ready to help drive new business growth for Digital Marketing Maven & Associates? [Apply online here](#) by submitting your resume and a brief cover letter detailing your relevant experience and why you're the perfect fit for this role. We're excited to see how you can contribute to our team's success!