



CTV Powered by Mobile Data

Job Title: Director of Sales

Location: New York

The Sabio Culture:

Sabio means "wise"

If you enjoy a culture that encourages entrepreneurial drive, intellectual curiosity all while maintaining a work-life balance, Sabio is perfect for you. Our team is great at their jobs, enjoys working with one another, and has plenty of fun and laughs along the way! We're looking for candidates that are great at collaborating with teams, innovative in their thinking, and have the passion to solve problems. Are you ready to join our fun, fast-paced, and fluid environment? Sabio was certified as Great Place to Work and our employees give us a 4.7 on Glassdoor! Come join our dynamic team!

About Sabio:

Sabio, the CTV platform powered by mobile data, provides leading brands with the perfect balance between media, data, and technology. Sabio's unique approach to combining mobile data, device location, and consumer behaviors provides brands with more effective targeting and greater prediction accuracy for their mobile and connected TV ad campaigns. Sabio was founded in 2014 by veterans in the mobile and TV industries and is headquartered in Los Angeles.

Job Description:

Sabio is looking for a Director of Sales to join their team. The Director of Sales would work to understand Sabio's CTV offering and present products to prospective clients. We develop strong client relationships and forge strong partnerships with our clients in-order to generate sales. Each Account Executive is responsible for the individual book of business in their region and will strive to meet and exceed revenue expectations.

Duties & Responsibilities:

- Develop and cultivate leads through the entire sales cycle (from qualifying to negotiating and closing)
- Present Sabio's CTV offering and unique value-proposition to advertisers and agencies.
- Learn and develop new, creative sales techniques and strategies
- Act as a communications liaison between Clients and Internal teams
- Meet monthly sales targets according to sales plan
- Participate in sales meetings and explain market feedback to Sabio's senior leadership
- Collaborate with account management to deliver RFP's and campaign deliverables
- This role combines new business development and sales skills with ongoing relationship management.
- Develop and execute sales strategies for long-term revenue growth.

Requirements:

- 6-8 years of experience in media sales with connected TV, mobile, programmatic and data experience
- Bachelor's degree in Advertising, Marketing or other related Business field preferred
- A creative and self-sufficient problem solver that can find solutions with a "get it done, no matter what" mentality

- A hunter mentality, with a drive to crack and grow business
- Demonstrated ability to perform against quota and excel in a highly competitive market
- Able to think strategically and translate that strategy into effective tactics
- Skilled at creating partnerships and have a talent for consultative selling, and the ability to “push back” gracefully
- Excellent presentation and communication skills, both in person and over the phone
- Strong organizational and planning skills, an attention to detail, and an appreciation of deadlines and goals.

Benefits:

- Competitive Compensation
- Health/Medical Benefits
- Unlimited PTO
- Monthly Gym/Phone Reimbursement

Sabio is an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.