



Job Title: Sales Director
Location: New York, NY

About Sabio:

Sabio is an award-winning marketing technology company that provides leading brands with the perfect balance between technology and creativity. Our proprietary App Science® technology segments audiences based on their mobile behaviors, including their app downloads and location, to reach your target audience with precision on their mobile devices and connected TVs.

Sabio was founded in 2014 by veterans in the television and mobile space and is headquartered in Los Angeles with 7 offices worldwide. In 2019, Sabio ranked #216 in Deloitte's Technology Fast 500 and #836 in INC's 5000 – Fastest Growing Companies.

Job Description:

Sabio is looking for a Sales Director to join their New York Sales team. The Sales Director would work to understand Sabio's App Science® Cross-Screen offering and unique value-proposition. We develop strong client relationships and forge strong partnerships with our clients in-order to generate sales. Each sales member 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 App Science® Cross-Screen offering and unique value-proposition to advertisers and agencies.
- Develop and execute sales strategies for long-term revenue growth
- Ability to attend industry conferences as a representative of the overall organization
- Offer expertise & thought leadership on industry trends and best practices
- 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.

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.