

MEDIA BRIDGE

ACCOUNT EXECUTIVE

JOB DESCRIPTION

Media Bridge is seeking an Account Executive to join the Marketing Team. The Account Executive will build and maintain client relationships and work inbound leads at the agency. They will work across departments and have key knowledge and understanding of all the service offerings at Media Bridge (Media, New Media, and Creative) to fully pitch integrated campaign solutions to achieve client KPIs.

Founded in 2010, Minneapolis-based Media Bridge Advertising has a diverse client roster that includes Inspire Medical Systems Inc., It's Just Lunch, Renters Warehouse, Kris Lindahl Real Estate, Louisiana-Pacific Corporation, Gutter Helmet, SPIRE Credit Union, Allina Health, Secondhand Hounds and numerous others. We're a tight team of smart, competitive, hard-working, fun and entrepreneurial marketing pros who specialize in getting clients more bang for their media buck. Most of all, we wake up every morning knowing that if our clients don't grow, we don't grow.

Media Bridge has been named to the Inc. 5000 list of fastest-growing privately held companies in America three years in a row by embracing our philosophy of Media the Way It Should Be™. That means aggressively negotiating top-notch media value for our clients through a process of unprecedented accountability, transparency and integrity. A surge in new business has opened up this new opportunity, and we're looking for the right fit in several ways.

"Culture Fit" We're Looking for at Media Bridge

We have a fun and vibrant culture that allows you to be you. We believe in equality, diversity and generally being good people who "do the right thing." We're a no-excuses, results-driven group who also likes to have fun. In this professional-yet-relaxed environment, we want employees who enjoy what they do and where they work, and who constantly strive to help us grow by helping our clients grow.

JOB SKILLS & REQUIREMENTS

- Manage the entire sales cycle
- Unearth new sales opportunities through networking and turn them into long-term partnerships
- Present advertising campaigns to prospective/ current clients
- Provide professional after-sales support to maximize customer loyalty
- Remain in regular contact with clients to understand and meet their needs
- Work closely with Media, New Media, Creative and Finance.

PREFERRED SKILLS and KNOWLEDGE

- Proven experience as an Account Executive, or similar sales/customer service role and ideally has worked in media/marketing services. .
- Knowledge of market research, sales and negotiating principles
- Outstanding knowledge of MS Office
- Excellent communication/presentation skills and ability to build relationships
- Organizational and time-management skills
- Enthusiastic and passionate
- BS or BA in business administration, sales or marketing



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How to apply: Email your resume to mary@mediabridgeadvertising.com

