
JOB DESCRIPTION

DIRECTOR OF SALES

Symphony MediaAI is the preeminent leader in Audit and Revenue Management Services (RMS) to the media industry. We are seeking an experienced, highly motivated, and results-driven professional who can make immediate contributions to Symphony MediaAI's growth objectives which is to increase revenue for Symphony MediaAI's Audit and RMS business lines.

Essential Job Responsibilities:

- Initiates necessary communication to set up meetings for Symphony MediaAI presentations and service demonstrations.
- Establishes, develops, and maintains professional relationships with prospective clients.
- Collaborates with critical Symphony MediaAI internal team functions such as lead generation, Audit, RMS, and IT to support sales activities.
- Analyzes proposal strategies including profitability margins of potential opportunities.
- Works with senior management to explore new business prospects and strategic alliances
- Partners with senior management to prepare and negotiate Audit and RMS agreements with new and current clients; develops and delivers professional presentations to perspective Symphony MediaAI clients.
- Attends industry functions and research industry publications and trade literature to identify core business model expansion opportunities.
- Maintain job knowledge by periodic participation in audit program management meetings and RMS management meetings.

Essential Skills, Experience, Abilities & Education:

- Seasoned professional with expertise and established senior level relationships within the media industry.
- In-depth knowledge of the major media platforms including linear, broadcast, digital, and internet.
- Media industry knowledge or experience with the latest technological advances and trends such as streaming, vMVPDs, and data utilization.
- Ability to optimize the use of the Symphony MediaAI CRM system to manage and provide status updates of both prospective and current clients to senior management.
- 8 – 10 years of business to include 5 years in sales, client relations, and business development; previous audit and/or financial analysis experience is preferred.
- Well-developed aptitude for critical thinking with the ability to identify opportunities, and quickly anticipate and resolve problems by implementing innovative solutions.
- An entrepreneurial type drive, passion for success and a self-starter.
- Solid verbal and written communication skills, strong financial background.
- Proficient with Excel and PowerPoint.
- Ability to leverage personal knowledge of the media industry and apply to Symphony MediaAI's business objectives.

- Ability to maintain complete confidentiality and discretion in business relationships.
- Ability to travel up to 25% or as required.
- Time management and ability to successfully apply and organizational skills.
- BA/BS degree in Accounting, Finance or related field highly desired; MBA is a plus.