



Sales Account Executive

SpotOn Productions, a Cincinnati-based corporate and commercial video production company, is seeking applicants for a full-time Sales Account Executive. This person will be responsible for growing SpotOn Productions' revenue by:

- Effectively prospecting to develop new qualified leads
- Converting new leads into clients (closed deals)
- Growing business by creating repeat clients (existing & new clients)

To excel in this role, you should be a proven hunter and have a compelling sales personality with the hunger to chase and close new business from cold calls and warm leads.

Expectations:

- Meet your portion of company revenue and profitability goals to drive sustainable revenue growth
- Be able to clearly communicate the company's value proposition in a complex sales environment.
- Have impeccable verbal and written communication skills
- Be a strategic thinker
- Ability to understand client needs and handle the negotiation process
- Possess problem-solving skills to propose mutually beneficial solutions
- Proficiency with CRM software, MS Office, and presentation software
- Work with a sales assistant to complete Statements of Work and Proposals

SpotOn Productions creates bespoke video that inspires. Our clients come to us to show the world their best. What makes us unique?

- Leading Experience: Our team boasts extensive experience in film, agency, and corporate production. This diverse background gives us a unique perspective and an edge in creating stand-out videos.
- Talented Production Professionals: We're not just skilled; we're passionate. Our team is a blend of fun, friendly, and dedicated professionals committed to bringing a client's vision to life.



- Proven Production Process: Every client is unique, and so are their needs. Our production process is not one-size-fits-all; each stage is tailored specifically to meet our clients' individual needs and goals. This customization ensures that the final product is not just a video but a true representation of the client's brand and message.

Preferred Background/Experience

- Bachelor's Degree in business, marketing, or related field
- 2+ years of experience in service industry sales or sale of an intangible offering
- Experience in business-to-business (B2B) sales
- Experience using creativity in a hobby or job

Compensation

For qualified candidates, the base salary is \$60,000 a year, with opportunities to earn quarterly and annual bonuses. In addition to base pay and earned bonuses, compensation for the Sales Account Executive includes healthcare insurance, HSA contributions, and eight paid holidays plus paid time off.

To apply, email your resume and cover letter to jobs@spoton.productions

For questions, please contact Kerry Murray, VP of Sales & Client Services, at 513-779-4223.