



## **SALES DIRECTOR**

### **INTRODUCTION:**

OZY is seeking a passionate, high-performing sales director to join a fast-paced startup team experiencing tremendous growth across digital content, television and events. At OZY, you will work collaboratively with brand marketers and advertising agencies to identify potential partnerships, think creatively to establish cohesive first-to-market programs and ultimately close business deals. Top candidates will be able to demonstrate an entrepreneurial spirit and a passion for pushing the limits as we continue to bring the excitement back to news media while inspiring our readers and partners to be curious, creative and do more!

### **LOCATION: NYC**

### **RESPONSIBILITIES:**

- To build a comprehensive business strategy to generate revenue, hit targets, grow a business territory with an emphasis on new business.
- To work all aspects of the sales cycle — Prospecting, Research, Outreach, Creative Ideation, Pitching, Negotiating, Closing, Account Management and Renewals.
- Meetings, Meetings, Meetings ... Evangelize the OZY brand and educate our future partners on our audience and offerings.
- Collaborate with internal groups from planning, creative, editorial and operations to generate outstanding proposals and flawless account management.
- Networking to build new client relationships and opportunities.

### **QUALIFICATIONS:**

- 7+ years digital sales experience.
- Key agency and brand direct relationships at all levels.
- Track record of reaching and exceeding sales revenue targets, including experience with closing seven-figure deals and overseeing client programs with branded content.
- Exceptional writing style, organizational skills and presentation ability
- Networking to build new client relationships and opportunities.

### **ABOUT OZY:**

As one of the fastest-growing new media companies, OZY is a bold and colorful multi-platform/culture publication, crafted to inspire and engage the intellectually curious. Our mission is to uncover stories about people, places, trends, technology and ideas that are not yet being talked about elsewhere. OZY strives to be smart, provocative, global, ahead of the curve and utterly delicious. We not only catch you up on yesterday's news, but also vault you ahead so you're the first to know about tomorrow's brightest stars, trends, and ideas. Three years in, and we reach more than 25M people a month – across web, events, and television.

**To apply please email a brief cover note and CV, with the reference “SALES DIRECTOR” in the subject line to: [Jobs@ozy.com](mailto:Jobs@ozy.com). We look forward to hearing from you! If you do not hear back from us within one month of applying then unfortunately your application has been unsuccessful. Thank you once again for applying and we wish you success in your future career.**