



ADVERTISING SALES REPRESENTATIVE - AUTOMOTIVE PERFORMANCE

Power Automedia, a leading digital media company in the automotive industry, has an opening for an **Advertising Sales Representative** in the Performance Automotive segment. The **Advertising Sales Representative** will work with the Business Development Team to prospect new partnerships and sell our digital automotive media products, including digital advertising, video, and live video/broadcast sponsorships.

About the Company.

Power Automedia is a different kind of company. We believe in creating the **most beautiful automotive content**, to fuel the magic of the automobile. We believe in **helping people achieve their dreams** by building something special. We champion the **automotive digital media revolution** by producing innovative websites and immersive automotive videos.

About the Job.

Have you wanted to be in the automotive aftermarket for as long as you can remember? Does the idea of being part of a team that lives and breathes off-roading, street performance, drag racing excite you? Do you have experience in selling automotive digital media? How about videos? Can you sell an idea? How ingrained are you in the performance aftermarket? Do you live for the moments where you get to be part of a client's success?

We are looking for someone with some automotive aftermarket performance experience and passion who will be effective at identifying new sales opportunities, specifically, advertising and video sales. The Advertising Sales Representative will assist and be part of a team of Business Development Managers – prospecting new endemic and near-endemic brands. You will be directly responsible for nurturing accounts that are not currently part of the PAM Fam – ideally building early relationships and coordinating opportunities with the BDMs in addition to managing some business in partnership with the BDMs.

Power Automedia offers advertising for 8 digital enthusiast-based sites, TV/broadcast, and video production services to the automotive and power sports industry. We are looking for someone who will continue our growth through building positive client relationships, increasing awareness of existing publications and services, and successfully launching new publications and services in new markets. The best candidate will possess an upbeat, team and company-oriented attitude, and the ability to work in a fast-paced, results-driven, "growing" environment.

If you can check off most of these boxes, then we should talk.

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| <input type="checkbox"/> You are a passionate automotive enthusiast | <input type="checkbox"/> Excellent salesmanship and experience in understanding client needs, overcoming objections, and closing sales |
| <input type="checkbox"/> 1 or more years of experience in automotive media, marketing, or aftermarket product sales | <input type="checkbox"/> Ability to hold a great conversation and share your thoughts in a clear and concise method that builds lifelong relationships and sales. |
| <input type="checkbox"/> Existing relationships with automotive industry decision-makers are a bonus! | <input type="checkbox"/> You must have a valid driver's license and auto insurance. |
| <input type="checkbox"/> Digital media expertise - familiar with social media, digital marketing, etc. a plus | |

The Perks.

Competitive income system, training, professional work environment, company-provided Macbook, paid time off, fun work environment, flexible hours, benefits package.

How to Apply

Send your resume and a cover letter to hireme@powerautomedia.com