

Evolve Media provides a wonderful biosphere of creative thinking and innovation, and our open-floor environment encourages cross-pollination contribution from everyone, no matter the talents they're hired for. Please forward your resumé today for consideration whether an active position is available or not!

Open Position:

Business Development Manager

Evolve Media is seeking a Business Development Manager who is willing to leverage their current experience and creative knowledge in order to help expand our current client base.

Our perfect candidate is an exceptional networker with interactive industry experience and contacts, and is someone who is looking to make their mark with a growing, award winning agency. The right person will have a passion for all things interactive, and a strong desire to help our current and future clients meet their online objectives.

Excellent verbal and written communication, and amazing organizational skills are required. Strong presentation skills, negotiation abilities, a high attention to detail, and a thorough understanding of interactive media are essential, along with a minimum of 3+ years of experience at a creative, advertising and/or interactive company in sales or new business development.

Requirements:

- Strong track record of successfully closing new client projects and accounts
 - Ability to communicate and advise clients on best online practices
 - Incredible networking and interpersonal skills (super hero level)
 - Proactive attitude with an ability to achieve objectives with little supervision
 - Fluid conflict resolution and negotiation skills
 - Strong client relationship building skills
 - In-depth understanding of risk and budget issues
 - Knowledge of creative project life cycles
 - Self-starting, entrepreneurial, grab the bull by the horns attitude
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Responsibilities:

- Act as a primary, pro-active liaison between agency and clients
- Maintain relationships with existing clients and secure new business accounts
- Generate new leads and follow up on prospective clients
- Manage client expectations with clear communication and professionalism
- Craft proposals and creative briefs, and accurately estimate project costs

Prior sales or business development experience in an interactive, advertising, or related mass media preferred.
