



clear digital media
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**ACCOUNT MANAGER, FIELD SALES
(Austin, TX)**

Clear Digital Media the first-of-its kind turn-key streaming video platform containing original, owned and operated industry-specific TV channels. Clear Digital Media has transformed the patient experience for thousands of hearing care clinics across the country and are looking to aggressively expand into ENT, dental & vision care practices.

CDM TV includes an extensive library of hearing care, education & inspirational content channels, updated regularly. We create custom content for our clients as well.

This is a Field Sales Position that requires "face-to-face" (or virtual face-to-face) cold calling and **STRONG** presentation skills! We need someone who lives off of rejection and thrives on closing deals. We need a hustler!

CDM is seeking a Field Sales Account Manager to drive CDM TV subscriptions in all relevant verticals and SMB enterprise groups. The position will be responsible for regional sales growth within the assigned territory.

CDM is a small company so you will be answering directly to the CEO. This presents awesome opportunities for growth & learning. We are a family business with strong Christian values.

This position is based in Austin, TX

JOB DESCRIPTION:

- Grow CDM TV distribution (subscriptions) within necessary verticals and qualified SMB chains in assigned region(s)
- Create unique ways to generate lead and target lists for region/territory
- Under general direction, solicit business by “Cold-Calling” clients, attempting to interest prospective buyers and explaining the merit of product and its application.
- Keep information on competitive products, promotional matters, sales techniques, pricing and marketing policies.
- Inform company of competitive activity and conditions that would affect company interests.
- Ability to work nights and weekends on promotional activities and other account activities is a plus.

REQUIREMENTS:

- Not afraid of rejection
- 2+ years of prior sales experience is a must.
- Hearing care or medical sales experience preferred.
- Proven ability in pitching and closing face-to-face deals.
- Working knowledge of sales pipeline management tools (SalesForce).
- Strong interpersonal skills with the ability to communicate with the stakeholders at all levels.
- Driven, team player motivated to take responsibility and ensure successful outcomes.
- Ability to self manage & motivate.
- Ability to work hours based on hitting goals not punching a clock.
- Some travel
- Combo remote work with some office time for huddles & planning

COMPENSATION & BENEFITS:

- Base salary + commissions. This is a results driven position. Mall base with uncapped commission program.
- Open vacation policy.
- Competitive medical plan.

CULTURE:

Clear Digital Media is a small woman-owned, family business with strong Christian values. We believe in the preeminence of Jesus in all we do.

Our Promise

- Operate with Integrity
- Act with Humility
- Be generous with grace
- Do what is right even when it's hard
- Handle criticism by focusing on God
- Take bold risks of faith
- We care for each other
- We do all things for Jesus
- We serve the Lord, each other and our partners
- Character always trumps talent
- We are clear and honest with each other - to be unclear is to be unkind
- We bring excellence
- We pay attention to the details

CONTACT:

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