

# Media Sales Rep

Reply to: [Careers@Whysdom.com](mailto:Careers@Whysdom.com)

## About WHYSDOM

WHYSDOM is leading innovation in the sciences of consumer location science, behavior science, social listening, insight discovery, and technology that powers critical business, marketing, and advertising decisions for large brands, cities, universities, and other markets. An industry pioneer, WHYSDOM has introduced new models combining all four sciences as a single platform with AI for fueling better decisions.

With WHYSDOM, companies uncover opportunities within the consumer journey by discovering, researching, and connecting with precision focused audiences measuring real-world ROI and applying insights that drive business decisions impacting market share, digital marketing, advertising, product development, employee recruitment, and PR.

## The Role:

WHYSDOM is seeking a talented, and motivated, Media Sales Rep. You will work on our go-to-market in the advertising ecosystem. Working to build in roads with large brands & agencies you will be tasked with expanding our presence in the market and educating senior marketers on the value in our data and self-serve offerings.

## Qualifications

- Bachelor's Degree
- 5-10 + years in sales or programmatic execution
- Experience working in a fast-paced environment
- Strong experience and relationships selling into large brands direct
- Relationships with agencies, DSPs and Advertising Data Providers (i.e Oracle, Lotame, LiveRamp, Adobe Audience Maker, Salesforce.com DMP, Amobee, Centro, etc)
  
- Previous experience in data, DSPs, SSPs, or DMPs
- Experience selling into campaigns
- Strong advertising and sales experience
- Audience and/or data sales experience a plus
- Strong listener and proven ability to translate client needs to product solutions

## Perks

- Competitive compensation, and no-cap commission policy
- Comprehensive benefits to include for all full-time employees (Medical, Dental, Vision)
- Company matched 401(k) Plan
- Opportunity to work for one of leading innovative mobile startups in the US
- Supportive, fun, and talented co-workers and management
- AND MORE!

