



Account Executive – Austin, Texas

Weaver Multimedia Group, a well-established multimedia company serving the travel and tourism industry has an immediate opening for a full-time media advertising sales account executive to service and build existing client base of hotels, restaurants, resorts, attractions and other tourism related businesses in Austin, Texas. We are seeking a highly motivated, articulate sales professional who knows how to develop relationships and think and act strategically on sales calls. Ideal candidate knows and loves the city of Austin and its tourism related businesses with minimum of 3 years related Sales experience in magazine and/or multimedia advertising. Bachelor's degree from an accredited institution is required. Knowledge of the Convention and Visitors Bureau and the hospitality industry is a plus.

Responsibilities include:

- Hit and/or exceed revenue targets through consultative selling to your assigned database of customers and prospects.
- Secure weekly in-person client meetings and build strong relationships with existing customers and prospects.
- Use designated account management software and maintain the records in your database.
- Meet or exceed weekly performance standards for sales activity.
- Cultivate understanding of existing customers and prospects' businesses. In addition to securing advertising agreements, be proactive in seeking feedback and consulting with them on their current needs, target audiences and industry trends.
- Develop new business through referrals from existing customers, and utilize industry related publications/networking with industry peers to develop prospective clients.
- Interact with the Convention Visitors Bureau's Membership Department and other departments to share leads, ideas, and participation in CVB events.
- Be the go-to person that communicates the customer's needs to Weaver's production, accounts payable and customer service departments. We offer a competitive salary range commensurate with experience, excellent benefits, 401(k) and generous paid time off.

Submit resume and salary requirements to jobs@weaver-group.com referencing Austin Account Executive in subject line. Learn more about Weaver Multimedia Group at www.weaver-group.com.