

**Company:** Frameshot

**Role:** Director of Business Development

**Job Type:** Full-time and part-time available

### **About Us**

Free photo prints. Free delivery. Frameshot is the hot new app that turns any picture on your phone into a free, personalized, 4x6" postcard. An ad on the back pays for everything.

### **The Opportunity**

We need you to help us sell the highest-impact ads in the world. Get in on an exciting, fast-growing startup on its way to becoming a household name.

We offer unlimited earning potential for experienced, self-motivated and well networked ad sales professionals. Come join our fun and talented B2B sales team today!

### **You Will...**

- Prospect, develop and close new business with global brands and agencies
- Ensure a high level of advertiser satisfaction to drive upselling/renewal
- Work remotely and travel to customer locations as needed
- Report regularly to the VP of Business Development

### **You Have...**

- 5+ years of successful sales experience in a key vertical: retail, consumer goods, parenting, financial services, and/or hospitality
- Deep relationships at top-tier agencies and brands
- Confidence selling print, direct mail and/or digital inventory
- Expertise navigating internal processes at large agencies and brands, i.e.: new product purchasing, meeting needs of buyers and account managers, etc.
- The drive to join an exciting, ambitious and fast-paced startup that rewards results
- Strategic perspective to continually improve our sales strategy and collateral
- High standards for written and in-person communication

### **We Offer...**

- Competitive compensation packages including base salary and generous commissions with unlimited earning potential
- Opportunity to earn equity and grow into a senior leadership role
- Premium, customized sales materials and company-wide sales support
- The most compelling and competitively priced inventory
- Easily attainable minimum revenue goals per quarter
- Enthusiastic, respectful, GIF-loving team

**Contact:** [sales@frameshot.com](mailto:sales@frameshot.com)

Frameshot is an equal opportunity employer. We strongly encourage candidates of every gender, race, age, physical ability, religion, national origin, sexual orientation or other protected status to apply.

