

Job Title	Senior Sales Executive
Industry	Internet/Online/New Media
Schedule	Full Time, Monday - Friday
Location	New York City or Remote
Benefits	403b/Dental/Health
Salary	\$90,000 to \$240,000, including commission

Position Overview

70 Faces Media, the largest Jewish media organization in North America, is looking for an ambitious and entrepreneurial **Senior Sales Executive** to drive the next stage of growth in our advertising and sponsorship business. This is a high-visibility role where you can have a direct impact on the success of some of the most recognized Jewish media brands in the world.

This is a key role for a consultative seller who thrives on uncovering client needs, crafting custom packages and building long-term partnerships. You'll collaborate closely with editorial, marketing, technology and leadership to shape advertising programs that reach millions of readers each month and identify new revenue opportunities.

The Senior Sales Executive reports to the Chief Revenue and Partnerships Officer and is part of a small, high-impact business team.

Job Responsibilities

- Proactively identify, pursue and close new advertising and sponsorship deals
- Develop and execute strategies to expand our client base and increase annual deal volume
- Cultivate deep relationships with advertisers, understanding their goals and aligning them with creative solutions across 70 Faces Media's properties
- Drive renewals and upsells by demonstrating ROI and value
- Collaborate with editorial and marketing to align on upcoming content, identify sponsorship opportunities and develop compelling, custom packages
- Pitch and secure diverse advertising programs that consistently deliver results, including but not limited to display, email, branded content, social, and video
- Maintain a robust and healthy sales pipeline, and collaborate effectively with other team members to deliver timely, accurate forecasting and detailed progress reports

Desired Skills & Qualifications

- 5+ years in media sales, partnerships or B2B business development, preferably in digital media
- Demonstrated success closing new business and growing strategic accounts
- Strong consultative sales skills and proven ability to craft integrated, multi-platform solutions
- Exceptional communicator and storyteller, comfortable leading client presentations
- Entrepreneurial, curious and eager to experiment with new ideas
- Able to work independently and collaboratively in a fast-paced environment
- Familiarity with CRM tools
- Passion for media, digital innovation and Jewish communal life is a plus

Compensation Structure

This is a senior-level sales role, with total target earnings of **\$180,000–\$240,000** after commission annually, based on performance.

About 70 Faces Media

70 Faces Media is the largest digital nonprofit Jewish publisher in North America. We publish six brands: Jewish Telegraphic Agency, My Jewish Learning, Kveller, The Nosh, Hey Alma, and the New York Jewish Week.

To Apply

Please send your resume and cover letter to salesjob@70facesmedia.org with "Senior Sales Executive" in the subject line.

70 Faces Media hires only within countries where we have business operations, which include the USA and Israel, and does not sponsor work visas.