



CLIENT DEVELOPMENT REPRESENTATIVE

Tylie Ad Solutions has been challenging the status quo for nearly 50 years as the first independently woman-owned business in the ad solutions space; innovating and adapting, building long-lasting relationships through unmatched service. If you like the idea of being on a team that collectively works to find imaginative solutions for clients' ever-evolving needs, then you might be the candidate we're after.

Why work for Tylie Ad Solutions?

Tylie Ad Solutions is the premiere service provider, taking a personal approach to getting our clients' commercial creative where it needs to be. As a partner and consultant, we simplify workflows, customize technologies, and streamline processes, creating efficiencies that reduce headaches and save money. Hundreds of clients (including Honda, Audi, Sprint, IHOP, Nestle, Facebook, and more) trust us as their partner to provide prompt, hands-on service with an unwavering dedication to problem solving. We do it all with honesty and integrity, and we truly take pride in looking after and supporting our team members.

Why a Client Development Representative?

First of all, others call it Sales Development. We call it Client Development. That's because we care about our clients from the very start of our partnership. And that's where you come in. This front-line group is the first point of contact for prospects, setting the stage for what should be a fruitful relationship. In addition to finding creative ways to hunt down opportunities, you'll spend a lot of time reaching out prospective clients on the phone and via email, with the goal of making introductions to our sales team. There are few limitations on where you can go with us, and we always encourage growth and new ideas.

Does this sound like you?

- Highly dependable, high energy, self-starter, with a positive, professional attitude
- Collaborative team player with great organizational and time management skills
- Creatively finds new ways to engage prospects and build strong relationships
- Comfortable making cold calls and speaking with senior executives

What will your days look like?

- Execute a creative process to reach and engage busy executives in purposeful dialogue
- Make phone calls and send emails to prospects within our target market in order to schedule qualified meetings for our Sales team, often speaking with decision makers and high-level players
- Thoroughly research target prospects via websites, Google alerts, LinkedIn, etc
- Work in alignment with the Sales and Marketing teams to create strategies and lists for prospecting
- Diligently track all activity in Salesforce

What we'd like you to bring to the table:

- 1-2 years sales development experience
- Successful track record for meeting and exceeding objectives
- Experience using Salesforce
- BA/BS preferred or Associates +/- relevant work experience

What we're excited to offer you:

- Our Client Development Program, a unique opportunity for entrepreneurial, motivated self-starters to make an immediate impact on our revenue with uncapped personal earning and growth potential
- Competitive salary, uncapped commission, professional growth potential
- Full health benefits and 401K matching
- Great office in downtown Burbank - convenient parking, lots of local lunch options, easy to reach
- Team guacamole cook-offs, taco days, happy hours, holiday parties, Dodger giveaways, and more!