

WORK VAPOR

Job Link: <https://workvapor.com/jobs/digital-sales-executive-80k-120k-remote-232377/>

HIRING ORGANIZATION

Max Media – Virginia

EMPLOYMENT TYPE

Full-time

JOB LOCATION

? Remote work from: United States

DATE POSTED

? 09/15/2026

DIGITAL SALES EXECUTIVE – \$80K-\$120K – REMOTE

BASE SALARY

USD 80000 - USD 240000

DESCRIPTION

Senior Digital Revenue Executive

Company: Max Media – Virginia

Location: United States

Work Type: Remote

Employment Type: Full-time

Base Salary: \$80,000–\$120,000 per year

Expected Total Compensation: Approximately \$140,000–\$240,000 per year

Commission: Uncapped performance-based commission

Contact Details

Email: srhoads@maxmediallc.com

Application: Send your résumé and a brief introduction

About Max Media

Max Media is a locally focused media and marketing company.

The company works with businesses through radio, live events, streaming, search, social media, Connected TV, digital audio, display, video, email, Digital Out-of-Home, and other digital platforms.

About the Position

Max Media is looking for an experienced Senior Digital Revenue Executive.

This is a senior sales position focused fully on digital revenue growth. The successful

candidate will build new business, grow selected advertiser relationships, and sell customized digital marketing solutions across the United States.

The role offers the freedom to build a substantial digital book of business with support from Max Media's brands, local relationships, creative resources, audience assets, and digital fulfillment teams.

What You Will Sell

Digital marketing solutions may include:

- Curated audiences.
- Connected TV and streaming video.
- Programmatic display and online video.
- Digital audio and podcast advertising.
- SEO.
- SEM.
- Paid social media.
- Email marketing.
- Geofencing and location-based targeting.
- Digital Out-of-Home.
- Website and conversion solutions.
- Audience targeting and retargeting.
- Integrated digital and broadcast campaigns.
- Amazon Programmatic Advertising.

Key Responsibilities

- Build and manage a companywide digital advertising sales pipeline.
- Prospect through outbound calls.
- Build business through networking and referrals.
- Use email and LinkedIn for prospecting.
- Build community relationships and strategic partnerships.
- Identify local, regional, and multi-market business opportunities.
- Conduct discovery meetings with prospects.
- Understand business goals and customer challenges.
- Review competitive positions and marketing priorities.
- Create customized digital marketing strategies.
- Connect recommendations to business goals and KPIs.
- Present clear and persuasive proposals.
- Explain digital solutions in simple business language.
- Manage the full sales process.
- Handle prospecting, discovery, proposals, negotiation, closing, and onboarding.
- Generate new business through personal prospecting.
- Identify digital growth opportunities with selected existing advertisers.
- Work with internal teams and digital partners.
- Ensure proposed solutions are practical and profitable.
- Maintain accurate CRM records.
- Manage the sales pipeline.
- Track sales activities.
- Maintain revenue forecasts.
- Review campaign performance with clients.
- Connect results to advertiser goals.

- Identify renewal opportunities.
- Identify campaign expansion opportunities.
- Stay current on digital advertising trends.
- Follow changes in targeting capabilities and privacy requirements.
- Stay informed about measurement tools and emerging platforms.

Required Qualifications

- At least 3 years of successful B2B sales experience.
- Experience in digital advertising, media, marketing technology, or business services is preferred.
- Proven history of meeting or exceeding revenue goals.
- Experience generating new business through personal prospecting.
- Working knowledge of digital advertising products.
- Experience with CTV or programmatic media is helpful.
- Knowledge of paid search, SEO, social advertising, digital audio, or location-based targeting.
- Strong consultative selling skills.
- Strong discovery skills.
- Strong presentation skills.
- Strong negotiation skills.
- Strong closing skills.
- Ability to explain digital advertising without heavy industry jargon.
- Experience creating customized multi-product marketing recommendations.
- Strong pipeline management skills.
- Strong sales forecasting skills.
- Experience with CRM systems.
- Experience with sales prospecting platforms.
- Ability to analyze campaign reports.
- Ability to explain useful campaign insights to clients.
- Excellent written communication.
- Excellent verbal communication.
- Strong interpersonal skills.
- High level of self-motivation.
- Strong accountability.
- Ability to work independently.

Compensation

The position offers a base salary of \$80,000–\$120,000 per year based on experience.

An uncapped performance-based commission plan is also offered.

Expected total annual compensation at goal is approximately \$140,000–\$240,000.

Exceptional performance may result in earnings above this range.

Career Growth

The position is designed to grow with Max Media's digital business.

Future advancement may include a Director of Digital Revenue position as revenue, responsibilities, and team needs expand.

Benefits

- Health insurance.
- Dental insurance.
- Paid time off.
- Uncapped performance-based commission.

Work Environment

- Fully remote.
- United States territory.
- Independent sales environment.
- Direct responsibility for digital revenue growth.
- Collaboration with internal teams and digital partners.

Application Requirements

Applicants should provide:

- Résumé.
- Brief introduction describing recent sales success.
- Brief introduction describing Digital Marketing Sales experience.

How to Apply

Send your résumé and introduction to:

srhoads@maxmediallc.com

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