



APPENDIX A

Source Interlink Career Opportunity Form

POSTING DATE: December 8, 2009

POSITION: Western Digital Sales Manager (Dealer Sales)

DEPARTMENT: Source Interlink Media/Automotive.com

LOCATION: Irvine, CA

REPORTS TO: Dir. of Sales

Job Summary:

- Market qualified, in-market car buyer “leads” and digital advertising to car dealerships and dealer groups in assigned territory.
- “Own” assigned territory with many established dealer clients.
- Responsible for account expansion/upselling services, account retention, and developing new business.
- Develop new dealer and dealer group clients within assigned territory.
- Meet with dealer groups to build relationships and upsell services.
- Achieve sales goals and grow lead and digital advertising revenue.
- Travel up to 40%.

Knowledge, Skills, and Abilities:

- Excellent presentation, organizational, and interpersonal skills
- Proven ability to multitask and build a strong pipeline of opportunities
- Desire to build lasting client relationships
- Excellent history of prospecting and closing new business
- Exceptional character and professionalism with an entrepreneurial and team-oriented spirit
- Creative and very self-motivated; Fun, dynamic individual
- Proactive problem-solving capabilities
- Willingness to travel throughout territory.

Requirements:

- Bachelors Degree or higher
- Experience in outside sales and account management within the automotive industry.
- 3+ years sales experience in the automotive industry
- Successful backgrounds include, but not limited to, automotive sales, dealer advertising and media sales, lead generation for dealers, CRM tools for dealers, business products for dealers and other dealer facing product sales.

- Existing relationships with decision makers in the automotive retail.

Equipment/ Software Used:

- Strong working knowledge of Microsoft Office Suite (Excel, Word, PowerPoint and Outlook).
- Use of sales / CRM software (e.g. Salesforce.com, etc.)
- Internet and computer proficiency
- Knowledge of online/email/marketing techniques are helpful

HOW TO APPLY FOR THIS POSITION:

Mail, fax or email resume, letter of interest, internal job posting application, and any other relevant information you would like to submit to:

NAME: Human Resources
ADDRESS: 774 S. Placentia Ave.
Placentia, CA 92870

FAX: 714-939-2526

EMAIL ADDRESS: career@sorc.com