

Multi-Media Marketing Strategist – Elmira NY/Mansfield

Description

At 7 Mountains Media, we specialize in helping small, medium, and large businesses thrive. Our consultative 360 marketing approach ensures success. From website design, SEO, social media, radio, online targeting, graphic design, and videography, we provide a full suite of customized marketing solutions for our clients.

As a Multi-Media Marketing Strategist, you'll be a vital member of our Marketing Team. Your responsibilities include identifying and qualifying prospects, conducting comprehensive needs analysis with local businesses, presenting solutions to local business owners and decision makers, and securing new clients. You'll receive the support, training, and resources of our best-in-class creative team, content writers, digital strategists, graphic designers, producers, and service teams.

Responsibilities

- Identify and prospect potential clients through various channels, including strategic cold calling, networking events, and online research.
- Build and maintain strong relationships with clients, understanding their unique needs and challenges to provide tailored marketing solutions.
- Develop and present comprehensive marketing proposals and strategies to prospective clients, effectively communicating the value proposition of our services.
- Collaborate with our marketing team to develop innovative campaigns and initiatives that drive results for our clients.
- Stay up-to-date on industry trends and best practices, continuously expanding your knowledge of marketing strategies and techniques.
- Meet and exceed sales targets and objectives, consistently delivering exceptional results for both the company and our clients.

Qualifications

- Knowledge of Google products and social networking platforms is valuable but not required
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities, and multitask in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written, and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics, including demographics
- Stress tolerance, especially with tight deadlines and financial pressures
- 2-4-year college degree and/or equivalent sales experience, preferred but not required

Job Benefits

Hiring organization
Seven Mountains Media

Employment Type
Full-time

Job Location
2205 College Ave, 14903, Elmira,
New York

Date posted
September 26, 2025

- 15 paid holidays per year
- PTO
- Health, Dental, and Vision Insurance
- 401(K) Retirement Plan
- Monthly gas allowance
- Comprehensive training and growth opportunities
- Unlimited growth potential in a dynamic work environment

Contacts

Contact Jonathan Monk jmonk@7mountainsmedia.com