



**Role:** Media Sales Rep (6 months, Contract, Remote)

**Organization:** Pulso

**Reports To:** Liz Alarcón, Founder & Executive Director

**Location:** This is a remote freelance opportunity for an individual based anywhere in the US

## About Pulso

Pulso is a Latino-led social enterprise dedicated to raising up and keeping the pulse on nuestra gente. We build deep digital relationships with Latinx folks through their phones in order to transform civic engagement and build political power.

Pulso attracts and engages Latinos through our innovative Latino history and news service, via Facebook Messenger, Instagram, TikTok, YouTube, Twitter and The Pulso Podcast. With this daily relationship and by telling the stories that have shaped our community, Pulso connects U.S.-based Latinos/as/x with our history and encourages subscribers to take action on critical issues, register to vote, and to cast their votes on Election Day.

You can learn more about our work by finding us @projectpulso across social platforms.

## Responsibilities

Here's what you can expect to do in this role:

- Drive advertising, sponsorship, and branded content revenue across Pulso's media platforms and original programming.
- Lead new business development efforts with brands, agencies, and strategic marketing partners.
- Secure underwriting and sponsorship partners for Pulso series including *Office Hours*, *Tia's Choice*, and Latino history programming.
- Build and manage a strong sales pipeline while consistently meeting or exceeding revenue targets.
- Partner with leadership to develop sales strategies, pricing, packaging, and partnership opportunities.
- Lead client presentations, pitches, and strategic conversations that position Pulso as a leading multicultural media partner.
- Develop compelling sales materials, proposals, and partnership decks that communicate audience reach, engagement, and impact.
- Represent Pulso at industry events, meetings, and conferences to drive visibility and partnership growth.
- Collaborate cross-functionally with creative, content, and production teams to execute successful campaigns.
- Track pipeline activity, sales performance, and revenue metrics while identifying opportunities for growth and optimization.

**Ideal candidates have:**

- At least five years of experience in media sales, partnerships or digital advertising.
- A proven track record of meeting or exceeding sales targets and generating new business.
- Strong knowledge of social-first media outlets, branded content and ad products across Instagram, TikTok, Youtube and other social platforms.
- Deep knowledge of the entire sales process, especially as it pertains to digital media.

**Compensation**

This is a commission-based opportunity TBD based on experience. Please note that this is a 6-month contract (1099) role to start. Ideal candidates will be available to start no later than early July 2026.

If this role sounds like a great fit, we'd love to hear from you! Please apply by following the link below:

<https://form.jotform.com/261486552655163>

*Pulso is an equal opportunity employer. We believe that people of color, people from working class backgrounds, women, and LGBTQIA+ people must be centered in the work we do. Hence, we strongly encourage applications from people with these identities, or who are members of other marginalized communities.*