

**Title: Enterprise Account Executive**

**Location: East Region - remote**

**Reports to: VP of Sales East**

**E-Commerce Customer Data Hub, SEO, Search and Recommendation**

Client provides the premier SaaS solution for global brands and retailers to provide the ultimate customer journey. The solution features the industry's only integrated customer data enrichment solution which is fused with an AI driven relevancy-focused SEO platform that featuring natural language merchandise search and integrated BI reporting. Our client's solution is also the fastest to deploy solution in the category with dependence on SI providers. Blazingly fast and efficient onboarding result in superb ROI and increased EBIDA for users. Clients leverage can leverage all the modules of the platform as they scale. With dozens of refence client aboard including Cabala's CVS, Crate & Barrel, Lancôme and Omaha Steaks they have the broadest industry reach in their marketplace. Ready to leverage their Series B round in Q2 of 2018, this is a superb opportunity to joining a winning firm.

Founded in 2013. Tremendous opportunity to join a privately held, 100 person, ultra-high-growth, e-Commerce solutions disruptor. Client has doubled in size in the past year and is experiencing better than 100% YoY revenue growth!

**Role:**

- New Business, direct sales of the company's Software solutions into the relevant B2C online retail sectors – Specialty, Fashion, Apparel, Brand
- Manage highly complex sales cycles to C level decision makers for Commerce, ACV: \$250k+
- Collaborate directly with the heads of the marketing, product and services teams to identify, pursue and close accounts within optimal timeframes and delivery capabilities
- Drive client meetings with the CEO, Chief Digital Office and Chief Marketing Officer and other business heads as required during sales process
- Manage your region as a business directing resources, planning and budgeting
- Actively contribute to the development of the go to market messaging and sales methodologies for the team

**Skills Required:**

- **Strong Direct sales record for net new sales** of business software sales into the Retail sector for a small or early stage firm

Darrell Rosenstein, Director – Intrinsic Executive Search. Telephone: +253-249-7762  
Email: [ddr@intrinsic-search.com](mailto:ddr@intrinsic-search.com) <http://www.intrinsic-search.com>

- Could come from an e-Commerce, Digital Content Management, Personalization, Merchandising, Site Search, Pricing, OMS, PIM or related B2C e-Commerce e technology where the transaction funnel is manipulated by the solution
- Stable record of success where product and market were aligned selling net new SaaS solutions to online retail merchants in the IRC 500
- Credible track record of success particularly in the relevant sectors
- Able to manage sales cycles 6-12 months
- Desire to help pioneer a company brand as a member of the founding team
- Experience in a startup where you have created something from nothing that made a real difference
- Outstanding skill in all areas of the sales cycle including lead generation, qualification, engagement, demonstrations, presentations, RFP response, contract negotiations, channel relations with partners, as well as superb documentation, forecasting and collaborative selling
- 3+ years selling enterprise business applications

Apply to Darrell Rosenstein [ddr@intrinsic-search.com](mailto:ddr@intrinsic-search.com)