

“Regional Sales Manager, E-Commerce Digital Experience”

Office Location – Philadelphia

Exceptional opportunity to join a late stage, fast growing 1000 person \$250mm privately held firm in the MarTech universe providing the crucial digital content for Omni-channel marketing. Over 5,000 clients in the Retail, Travel, Retail Financial Services, Airlines, Transport, Gaming, Brand Manufacturing and assorted B2C and B2B verticals. Leader in the Forrester and Gartner segment reports

My client is seeking to add a seasoned, consultative sales professional, skilled in global account development for large scale business applications. They will drive net new deals for an enterprise named account list in the Retail, CPG and Brand Manufacturing verticals in the greater Philadelphia /Penn region

Role:

- Promote the suite of solutions through direct and the Salesforce Marketing partner network
- Ability to demonstrate technology in person and via web presentations while humming
- Participate in spectacular industry trade shows and conferences with free peanuts
- Experience with and knowledge of the CMS and Web Technology space as a renowned sales professional
- Experience with Agency and Web Development organizations, because they matter
- Experience in consultative/solution selling environments, because this is not a feature/function product
- Passion for excellence in customer service, because that’s why we’re here and winning against the 800lb gorilla
- Desire to provide customers with only the most valued solutions, see above
- Excellent written and verbal communication skills in English, other languages impressive, but not necessary
- Required to work well under pressure, adhere to deadlines while maintaining a high standard of professionalism, ability to thrive in a highly dynamic fast-moving environment
- Work well independently and collaboratively, as we like to share, scrum and shoot the breeze

Skills Required:

- **Strong Direct sales record for net new sales as in, you’re true hunter** of business software sales into the Retail merchant, CPG or Brand Manufacturing sector for a smaller firm where you actually had to have meaningful interactions with the marketing, product and services teams that resulted in moving the needle for the whole company.
- You could come from an ERP, CRM, BI, or related enterprise solutions firm
- You’ve been able to hit your numbers, and know how to build a territory starting with the IRC 500
- Able to manage sales cycles 6-12 months, because they are all \$200k+
- Desire to partner with the best CRM firm on the planet beat its prime retail competitor
- 6+ years as a consultative sales professional selling enterprise business application to business users, not IT



- Additional experience not mandatory but highly valuable:

e-Commerce, Digital Content Management/CMS, Personalization, Merchandising, Site Search, Pricing, OMS, PIM or related B2C or B2B e-Commerce e-technology where the transaction funnel is manipulated by the solution and the key business sponsor is the CDO or head of eCommerce for the client.

Apply to Darrell Rosenstein, ddr@intrinsic-search.com