



INTRINSIC EXECUTIVE SEARCH

“Strategic Account Executive, Ecommerce Fulfillment and Logistics”

Location: Open-remote

With over 5,000+ clients including Peapod, Macy’s, Best Buy, Walgreens, Plated, FreshDirect and Target, our client is the undisputed leader in same day logistics solutions for eCommerce merchants. A crowd-funded firm that has grown to be backed by some of the largest logistics firms in the world, they are riding a wave of success serving the ever-expanding array of products sold online. Firm is on pace to double revenues in North America in 2019 and is adding its first Strategic Account Manager to work with key clients in fully realizing the potential of the solutions in building their businesses and providing the fastest growing “must have” capability in customer service.

Role:

- Promote the suite of solutions for Ecommerce last mile solutions directly in the named account region consisting of IRC 500 and large enterprise accounts in the Retail, Brand Manufacturing, CPG, Fashion, Apparel and Specialty and expansions marketplaces.
- Conduct presentations in concert with your team of solutions engineers, professional services, customer success and executive partners to demonstrate the solutions in person and via web presentations with zest and aplomb
- Put Chief Digital Officers at ease with your comprehensive knowledge of the eCommerce ecosystem
- Develop relationships with Digital Agencies, Solutions Partners, Shippers and 3PLs
- Drive sales process utilizing consultative/solution selling methodologies
- Guide sales with an eye towards excellence in customer service
- Thrive in a highly dynamic fast-moving environment

Skills Required:

- **Net new sales expert** of business software sales into the Retail merchant, CPG or related
- **Consultative Solutions Sales** across the CxO client leaders for commerce, supply chain, operations
- ERP, CRM, BI, or related enterprise solutions firm selling to a LOB leader in Retail
- Track record of accomplishment in relation to peers
- Ability to qualify best opportunities among many, and prioritize time and resources
- Experience managing sales cycles 6-12 months, with ACVs of \$200k+
- Ability to drive local partner network with major ISV, Agency and Integrations partners as services
- 6+ years as a consultative sales professional selling enterprise business application to business users

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



INTRINSIC
EXECUTIVE SEARCH

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