



“Senior Enterprise Account Executive, E-Commerce Optimization”

Office Location: Boston

Our client provides the premier SaaS solution for global brands and retailers to seamlessly integrate 3rd party applications and content to accelerate commerce. The solution improves site performance by over 30%, which makes shopper’s experience faster, smoother, and more engaging resulting in 10%+ improvements in conversions. Privately-held, 70 person ultra-high-growth, e-Commerce solutions disruptor with new Series B. Over 100 labels across 700 sites, including recent victories at Carter’s, Full Beauty and The Container Store have positioned them with revenues strong enough to self-fund!

Role:

- The best business is 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: \$150k+, with large deals over \$1.5mm on the books
- Collaborate directly with the department 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.
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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
- Stable record of success where product and market were aligned selling net new SaaS solutions to online retail merchants in the IRC 500
- Desire to help pioneer a company brand as a member of the founding team
- Experience in a startup where you have demonstrated creativity, innovation, and resourcefulness

Apply to Darrell Rosenstein ddr@intrinsic-search.com