

Title: Enterprise Account Executive

Location: Remote Home Based- East Coast

Reports to: CEO

Our client is a product of the renowned YCombinator program and has just closed a substantial round of funding to kick off 2020 to build out their sales and marketing operations. Their solution suite provides online merchants with critical extended value to their online transactions post purchase. Retailers pivot communication with their customers via augmented digital receipts to build superior customer loyalty and drive sales and provides analytics to monitor spending habits and consumer behavior. The solution features hyper-personalization for social media, dynamic content, targeted offers and more to each transaction. Over 50 leading retail brands (10,000+ stores) are live on the platform. Notable clients include Aldo, Oakley, GNC, Under Armour and more.

Role:

Grow revenue and new named IRC 500 accounts in the United States

- Act as a primary point of contact in the field for prospective Enterprise clients
- Build your network by engaging C-level commerce and digital executives at brand-name companies
- Responsibility for the entire sales cycle – from new prospect to close: researching targets, positioning capabilities, engaging stakeholders, negotiating the deal, contracting, closing and handing off to Customer Success
- Primary business owner and driver for revenue within a territory, with named and new accounts
- Provide accurate sales forecasts based upon realistic close timelines.
- Create sales campaigns and participate in enhancing the sales process bringing back lessons from the field
- Create end user demand by hunting for new accounts in the territory in direct collaboration with the CMO
- Manage forecasting and account/opportunity details in Salesforce.com CRM
- High-energy, motivated self-starter and innovator
- Thrive in a dynamic and fast paced environment

Skills Required:



- At least 7 years of sales experience selling SaaS Content Management, E-Commerce, or Digital Marketing solutions to B2C Retail, CPG and Brand enterprises where typical deal size ranges from \$50K – \$250K/year.
- Aggressive, highly motivated hunter who has achieved or exceeded sales quota with sales of new or emerging products, or sales of “Best of Breed” technologies.
- Demonstrated track record of closing New Named Accounts in the past 2 years
- Ability to quickly identify, penetrate and sell to executive level decision makers for large SaaS investments
- Ability to sell to multiple constituencies within an organization (Commerce, Marketing, Finance, IT)
- Must be an articulate, persuasive and passionate communicator
- Ability to work and act independently and be pro-active
- Understanding of and an active contact-network in the online merchant industry
- Work in a start-up environment
- Passion for the retail consumer journey

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