



Job Description:

We have an exceptional opportunity for an Account Consultant position eventually leading to a Vice President of Sales role for the right candidate. This is a true career opportunity with strong income and upward advancement. We also provide a strong flow of qualified leads to help jump start sales, a large existing database of pre-qualified leads to save time, and we cover all expenses. You will be part of a ground floor founding team in a fast growing tech-based company with a very large upside opportunity. We have a modern, well-equipped headquarters but also need key talent within most U.S. cities that have the flexibility to work out of a home office if wished with twice per year headquarters sales planning meetings.

Company Description:

ListK is the most trusted name in Business-to-Business Email Technology solutions. More top business brands trust and use ListK than any other email marketing provider due to our product solutions, superior success rates and CAN-SPAM compliance guarantee.

Our product lines include B2B email appending, B2B email list sales and deployment and lead generation. We have one of the largest business email databases in North America.

Headquartered in Atlanta, we serve clients such as Marriott, Sun Microsystems, Motorola, Harry and David, D&B, HP, Microsoft, and [hundreds](#) more. Our clients tell us that we are the single most effective part of their integrated marketing plans.

Our unprecedented ability to deliver powerful campaigns and target higher responders has substantially improved our customers' bottom lines and will deliver a highly rewarding career opportunity for you.

For more information visit our website at www.listk.com

Requirements:

The ListK Account Executive is responsible for new business development, qualifying leads, and presenting high quality over-the-phone product demonstrations of ListK's business-to-business email marketing solutions that result in strong revenue contributions. We use very robust technology to consistently drive highly-qualified leads to you to jumpstart your sales process.

This position offers an aggressive sales professional the opportunity to grow and succeed with an industry leader while working from a home-based office. Opportunity & flexibility: an unbeatable proposition!

The position of Account Executive is focused on developing Reseller and Key Account sales of ListK's products.

- Responsible for sales forecasting, lead generation, heavy prospecting and account management.
- Strategically manage sales cycle and email campaigns.
- Expand and maintain business by working with accounts to meet and exceed annual sales objectives.
- Maintain superior relationships with contacts and decision-makers.
- Consistently maintain monthly sales quota and revenue goals.
- Maintain activity standards (number of sales calls, quantity of sales pitches, time spent prospecting, account renewals, etc.)
- Responsible for maintaining sales activity in the salesforce.com database for reporting purposes.

Qualifications:

- 3+ years of successful sales experience in data, email, direct marketing or related field
- Familiarity with direct marketing, mailing lists, email appending and email marketing/sales preferred
- Solid B to B experience in selling solutions, particularly web based, SaaS software/technology or data services (lists, appends)
- Experience selling Sales and/ or Marketing solutions at the executive level (CMO, SVP Sales)
- Selling intangibles to senior executives preferred.
- Knowledge of MS Office applications, including Word and Excel
- Knowledge of SalesForce.com or similar CRM tool
- College degree preferred
- Familiarity with web based applications, products, and services
- Strong communication skills – written and verbal
- Thrives in a fast-paced entrepreneurial, virtual environment

Compensation:

Virtual Field Position: 100% commission plan plus recurring revenue with all business expenses covered.

Location:

We have a modern, well-equipped headquarters in Atlanta but also need key talent within most U.S. cities that have the flexibility to work out of a home office if wished with twice per year headquarters sales planning meetings.

To Apply:

- Send resume and salary history in confidence to hr@ceovertures.com

www.ceovertures.com

Keywords: Work from home, Telecommute, Sales Executive, Sales Director, Sales Executive, Sales Director, Solution Sales, Account Representative, Sales Representatives, Software Sales, email lists, email appends, email marketing, direct marketing, B2B, web marketing, marketing automation, CRM, data integration, EBusiness, direct marketing, list sales

New York, Los Angeles, Chicago, Houston, Philadelphia, Phoenix, San Diego, San Antonio, Dallas, Detroit, San Jose, Indianapolis, Jacksonville, San Francisco, Columbus, Austin, Memphis, Baltimore, Charlotte, Fort Worth, Boston, Milwaukee, El Paso, Washington, Nashville, Seattle, Denver, Las Vegas, Portland, Oklahoma City, Tucson, Albuquerque, Atlanta, Long Beach, Kansas City, Fresno, New Orleans, Cleveland, Sacramento, Mesa, Virginia Beach, Omaha, Colorado Springs, Oakland, Miami, Tulsa, Minneapolis, Honolulu, Arlington, Wichita, St. Louis, Raleigh, Santa Ana, Cincinnati, Anaheim, Tampa, Toledo, Pittsburgh, Aurora, Bakersfield, Riverside, Stockton, Corpus Christi, Lexington-Fayette, Buffalo, St. Paul, Anchorage, Newark, Plano, Fort Wayne, St. Petersburg, Glendale, Lincoln, Norfolk, Jersey City, Greensboro, Chandler, Birmingham, Henderson, Scottsdale, North Hempstead, Madison, Baton Rouge, Chesapeake, Orlando, Lubbock, Garland, Akron, Rochester, Chula Vista, Reno, Laredo, Durham, Modesto, Huntington, Montgomery, Boise, Arlington, San Bernardino