



Job opportunity: Executive Account Manager for enterprise SaaS solutions sold to publishers, media and digital companies, large enterprises

Who you are:

You are a freelance contractor or a sales consultant (paid with a significant fixed monthly fee + cost-reimbursement + sales commissions) who cares building long-term customer relationships with a proven record of accomplishment of success. This is an opportunity for a solid, enthusiastic individual who is a sales expert of enterprise SaaS solutions sold to publishers, brands and large enterprise and who has a perfect understanding of social media market/solutions landscape.

Responsibilities include:

- Bringing and building a strong sales pipeline with the top media and digital companies prospects and the most important brands in Italy
- Initiate sales process by prospecting, scheduling appointments, making initial presentations, understanding business needs, developing proposals and closing sales
- Monitoring competitive products and reactions from clients.
- Keep commitments in a timely manner and be hyper-persistent in following up and resolving issues promptly.
- Utilize Salesforce consistently to monitor leads, opportunities, accounts and contacts and stay coordinated internally.
- Exceed annual/quarterly sales quotas.

The ideal candidate must have the following skills and qualifications:

- Minimum of 5+ years of successful enterprise SaaS sales to publishers, media and to large enterprise brands.
- Perfect understanding of the social media landscape
- Excellent presentation skills.
- Outstanding oral and written communication skills (Italian and English are a must)
- Ability to work well under pressure.
- Excellent organizational skills.
- Deep understanding of SAAS sales processes.
- Consultative selling experience with a strong customer service focus and proven track record of success
- Carrying bookings quotas in excess of \$1MM annually.
- Strong basic computer/technology skills.
- Highly self-motivated and enthusiastic with clear integrity.

Who are we and what do we do?

We are a US company founded in 2009 in San Francisco with more than 1.000 enterprises customers determined to transform your websites, mobile apps and ads into real-time social experiences.

Our suite of real-time products are defining a new breed of web and mobile experiences that boost website traffic, increase user engagement and drive revenue.