

JOB DESCRIPTION

Senior Sales Executive

Clarivoy is seeking a Senior Sales Executive in Columbus, OH to help pioneer the sale of our disruptive marketing and advertising technology.

The ideal candidate will be an experienced sales professional with a proven track record of driving growth within entrepreneurial business environments through hunting and closing conceptual product and services sales.

To qualified candidate we offer:

- A competitive base salary plus commission and a rich benefits package.
- A dedicated ramp-up and sales development program delivered by an accomplished leadership team dedicated to helping you overachieve your personal goals.

Clarivoy is a marketing technology company that delivers unified, unbiased intelligence to advertisers and agencies. We leverage customer data so that they can know their consumers better, do more with their marketing, and generate more sales. To learn more please visit us at: www.clarivoy.com.

Job Duties:

- Refine and manage all aspects of the sales process: prospecting, presenting, proposal generation, relationship management, closing and transition.
- Propose, negotiate, close and transition new customers within a consultative sales environment.
- Work with the Executive Team to identify and develop target lists for products and services.
- Demonstrate the commitment and accountability required to overachieve personal goals outlined in annual, quarterly and monthly sales action plans.
- Consistently track, report and analyze your sales pipeline in order to produce the volume and forecast accuracy required to deliver team and corporate goals.
- Maintain a powerful working knowledge of the direct and indirect competitors in your territory and key accounts.
- Proven ability to self-manage to high performance standards, via the development of your own world-class consultative sales mindset, skillset and toolset.
- Gain the respect and admiration of team members, elevating you as a trusted and respected leader on our team.

Qualifications:

- Bachelor's Degree in Business, Media, Communications or related field
- 7+ years sales experience with proven track record of successful growth
- Experience selling complex software solutions
- Verifiable history of accountability, perseverance and over-quota achievement.
- The curiosity of a life-long learner and the demonstrated commitment to your own personal and professional development.
- Ability to operate effectively as a leader by demonstrating your own high level of self-motivation and accountability.
- Attributes required to lead complex sales initiatives on your own that may include people with diverse titles, skills, personalities and goals from across the organization.
- Strong entrepreneurial spirit that makes you comfortable being challenged and taking on calculated business risks.
- Command of a value-centric sales approach that allows you to establish highly profitable customer relationships that renew year after year.
- Strong task-orientation with problem-solving skills that allow you to operate as an autonomous member of the team.
- Disciplined sales data collection, reporting and analytics via CRM, mobile technology, Microsoft Excel, PowerPoint, Word as well as experience with social media.
- Excellent verbal, writing, communication and presentation skills.
- Strong research, analytical and critical thinking skills.
- Ability to travel 50% of the time.