

## Job Description

# Sales Executive

### Description

Clarivoy is a marketing technology company and digital advertising agency that delivers unified, unbiased intelligence to advertisers and agencies. As a high growth start-up, we leverage customer data so that they can know their consumers better, do more with their marketing, and generate more sales.

We are looking for a highly motivated and self-directed, data-driven Sales Professional with a proven track record to drive revenue within our set of SaaS products. This is a full-time position reporting to the Vice President of Sales.

### Responsibilities

- Propose, close and transition new customers within a consultative sales environment
- Present our solutions via the phone and online conferencing to prospective customers daily
- 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 required to deliver team and corporate goals
- Develop and maintain a powerful working knowledge of the direct and indirect competitors in your territory and key accounts
- Provide regular and accurate revenue forecasting
- Stay current on digital trends including staying abreast of new technologies, competitors and opportunities for growth and partnerships
- Other duties as assigned

### Skills and Qualifications

- Familiarity with Microsoft Excel, PowerPoint, CRM & Google Analytics
- Must be competitive & trustworthy – and provide examples of each
- 2-5 years of successful sales experience preferred
- Highly self-motivated

### Culture & Values

- Clarivoy thrives on the curiosity and unconventional thinking of its people and is driven by a relentlessness to solve new and challenging problems
- We try not to take ourselves too seriously, staying open to new ideas – agile to the core
- We value: people first, clarity, agility, honesty and integrity

### Benefits

- Employer sponsored health insurance
- Group dental and vision available
- Paid vacation
- Self-sponsored 401k

### Travel

This position does require travel to events, customers, speaking engagements and anything else that furthers the interests of Clarivoy. Estimated amount of travel with this position is 10%.