



Sales & Marketing Leader @ Software Startup ExitIntel.com

Job Description

Exit Intelligence is an expert managed email opt-in software used by ecommerce companies. We enable ecommerce companies to turn bouncing website visitors into buyers. If you have any interest in start-ups, e-commerce or digital marketing, this is an incredibly unique opportunity to join an accomplished team at an early stage and help blaze the trail for future growth.

You will be responsible for sourcing and closing deals from start to finish. We have a clear value proposition and need someone who can proactively reach out to ecommerce companies, get past all of the noise out there, make a real connection, handle your own product demonstrations, and close new business. You need a track record of sales success, a solid understanding of internet marketing, and a self motivated drive to succeed. You will also need to know what levers to pull, and actually be the one making it happen, for marketing to help drive leads.

Responsibilities

- Personally identify and close opportunities with prospects from the ecommerce market
- Engage prospects and effectively explain a complex product and services to show value
- Navigate organizations to find the true decision makers
- Screen out prospects that are not a good fit for our business – not every deal is a good one
- Manage a pipeline using Salesforce, with a carefully executed process until a deal is closed
- Consistently provide outstanding prospect and customer experiences
- Oversee marketing initiatives and be able to execute marketing campaigns

Qualifications and Experience Required

- Quantifiable track record of successful selling experience of at least 3 years
- Solid understanding of internet marketing
- eCommerce sales experience a huge plus, but not required
- High degree of creativity, capacity to learn, self-motivation, and competitive drive
- High degree of professionalism and customer empathy
- Rewarding to work with and driven to succeed.

Compensation based on skill and experience.

To Apply

To apply, please **do not only send us your resume**. Please email us at apply@exitintel.com explaining why you would be a good fit for this role and along with a copy of your resume. We look forward to hearing from you!