

Account Executive

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Company: Boringmarketing.com

Location: Canada

Category: other-general

You'll be qualifying leads, managing the pipeline, and maneuvering deals through the sales process, while working directly with me (The Boring Marketer). Boringmarketing.com is looking for proactive candidates that are hungry to take their career to the next level and get on the ground floor of what will be a top notch sales org. We have proven offers, plenty of inbound demand, and are growing fast. If you have a track record in high-ticket sales (SaaS, agency, etc.) and want to take things to the next level, this role could be right for you.

Responsibilities*

- Use quantitative & qualitative methods to understand/build Ideal Client Profiles*
- Leverage resources (SDRs, data specialists, content writers) to create fine tuned lists and messaging*
- Prospect for new client opportunities across a variety of channels/methods*
- Support the CEO in closing inbound opportunities*
- Track and record metrics throughout the sales process via CRM*
- Optimize our sales process for scalability & conversion*
- Meet and exceed sales goals*
- Understand and keep up to date with the digital marketing industry and competitive landscape

Qualifications*

- 2-3 years of B2B sales experience*
- Strong written and verbal communication skills*
- Strong organizational skills*
- Ability to harness data to inform sales decisions*
- Digital agency sales experience a plus*
- SaaS sales experience a plus*
- SEO/marketing knowledge a plus*

Competitive Base + Performance compensation

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