

Leads360 – National Account Executive

Description:

Leads360 is a high growth Software as a Service (SaaS) company with a market-leading position in B2C lead management software. Following outstanding revenue growth in 2011, we are looking to add an outstanding sales professional to our inside sales team. We are looking for an experienced, ambitious, hard working and results-oriented individual. We are particularly interested in candidates with a demonstrable track record of outstanding success selling business software or technology-related products and services.

Responsibilities:

The successful candidate will be expected to report daily to our El Segundo office where you will be responsible for developing and working your own sales pipeline.

Your main responsibilities will include:

- Building a pipeline through inbound/outbound telesales efforts
- Proactively calling on and working prospective clients
- Conducting demonstrations of our software
- Managing, forecasting and reporting on your sales pipeline
- Consulting with prospects and following a highly successful pre-defined sales process
- Working with our sales engineers, technology and client services teams to ensure that prospects are given reliable information and new customers are on-boarded efficiently

Goals:

You will be expected to meet a monthly sales quota. The quota will increase steadily over your first 6 months with the company.

Compensation:

- \$90,000 - \$120,000 (expected)
- Stock Options
- 401K & Medical Plan

Skills/Experience:

We are looking to recruit someone who has the skills necessary to help continue our winning streak, specifically:

- High energy and passion for sales
- Tenacity and a top 5% work ethic
- Experience in building a pipeline through outbound efforts preferred
- At least 5 years business sales experience
- Experience with business software or technology sales
- Experience of working with clients to understand their business needs and create technology solutions that meet these needs
- Knowledge and experience of at least one of our core verticals Mortgage, For-Profit Education, Insurance and Debt Resolution highly preferred

Please attach an up to date resume and compensation history for your most recent role.