

JOB DESCRIPTION

Account Executive

APRIL 2022 - BOSTON, MA

Demand Spring is a fast-growing B2B Marketing Consultancy, serving some of the biggest brands and fastest growing companies in North America. In this role you will use your services selling skills and marketing expertise to expand our client roster and support our Client Services team in expanding existing clients.

Your passion and values will fit within our culture and help us deliver on our vision of becoming one of the most respected consulting firms in North America.

Your Mission

Support the growth of our organization by managing the end-to-end sales cycle to deliver new clients and expand existing ones.

Your Mindset

You exhibit the following traits and mindset:

YOU NEED TO BE

- + Consultative: You combine strong listening and discovery skills with marketing expertise to help guide prospects through a consultative sales process.
- + Hungry: You have a strong drive to grow our business overall.
- + Positive: Your glass is half-full. Obstacles are opportunities.
- + Competitive: You love the challenge that comes with outbound prospecting in a competitive market.
- + Collaborative, working closely with our consultants and our marketing team to build and progress your pipeline.
- + Professional: You will represent our company with integrity, helping to uphold and further our strong reputation. partners to deliver success.

Your Qualifications

- + You have a strong understanding of B2B marketing practices, processes, and technology, ideally from being in a B2B marketing role for a minimum of five years.
- + You have a minimum of two years of experience selling B2B marketing services.

- + Strong interpersonal skills. You are authentic and genuine, with strong integrity.
- + You are passionate about the success of our company.
- + You are a problem solver who brings fresh, original thinking to company and client problems.
- + You have a glass half-full approach. You are unfazed by issues, persevering to find answers.
- + You like people. They like you. You work well together.
- + You speak well – articulating your ideas, insights, and solutions clearly to our prospects, customers, employees, and partners.
- + You have a thirst for life in general, with personal passions – we like well-rounded people!

Your Qualifications

- + A highly competitive compensation program base consisting of a base salary plus an incentive program that rewards you nicely for meeting your on-target earnings.
- + Vacation entitlement of 3 weeks plus 2 weeks of PTO over Christmas when our office closes.
- + The opportunity to work from home. Our company is virtual, with employees across North America.
- + A comprehensive health benefits plan and a 401K plan.
- + A commitment to employee well-being.

Apply at careers@demandspring.com