
Account Executive

iPerceptions is one of North America's leading web-focused Voice of Customer analytics providers. Its webValidator Continuous Listening solution and Proprietary iPerceptions Satisfaction Index (iPSI) turn thousands of data points into easy-to-understand strategic and tactical decision support for website marketers. iPerceptions' clients include such well known brands as InterContinental Hotels, General Motors, Dell Computers, Hyundai, LG Electronics, Choice Hotels International, BMW and Monster Worldwide. iPerceptions has offices in New York, Toronto, Montreal and London.

iPerceptions is looking to hire a full time Account Executive. The position offers interesting and exciting work in the emerging and growing market of web analytics. This position will be responsible for generating client leads, cold calling potential clients to make contact, creating client interest, qualifying the potential sale, giving client sales presentations and closing the sale. They will also maintain client contact as necessary and maintain client information in the sales management system. This position will be based out of our office in Atlanta, Georgia, and will report to the Vice President of Global Sales.

Sales Responsibilities:

- Identifying market potential by qualifying accounts.
- Prospecting potential leads.
- Initiates sales process by scheduling appointments; making initial presentations; understanding account requirements.
- Closes sales by building rapport with potential account, explaining product and service capabilities; overcoming objections, preparing proposals and contracts, closing sale.

Skills and Qualifications:

- Deep understanding of the online space and web based technology
- Experience selling into Fortune 2000 accounts
- Self -motivated, creative, able to work both autonomously as well as in a group dynamic
- Impeccable English skills (written and spoken)
- Minimum of 2-4 years of account management / business development / sales experience
- Strong presentation skills
- Willing to travel
- Customer-oriented
- Proven track record of consistently meeting or exceeding targets
- Excellent computer skills (Word, Excel, Power Point, Internet, Email and CRM)

University level education in the follow types of programs an asset:

- Communications
- Marketing / Market Research
- Business Management / Administration

Interested candidates should forward a cover letter and copy of a recent resume to:

Len Emmick
Vice President Global Sales
lemmick@iperceptions.com

iPerceptions offers a very competitive base salary plus commission. Compensation packages will be structured according to experience. Only qualified candidates will be contacted for an interview.