

Account Executive

Vienna, VA

Company Information:

Founded in 2004, Localeze helps national brands and local merchants to structure, enhance and distribute data that will make them prominent to consumers searching for local goods and services online. Currently, Localeze is looking for highly-experienced business professional to fill the position of Channel Partner Executive. In this role, you will work with existing high profile accounts in the Internet Search Engines, Yellow Pages and Online Directory markets. Currently we are searching for a Channel Partner Executive.

Localeze seeks sales professionals who possess the ability to generate leads, strong consultative and solutions based sales skills, and a strong desire to help us continue to build our company. Competitive industry-standard incentive packages, combined with equity, promise financially rewarding careers for successful sales professionals. The position will be located in the Tyson's Corner, Virginia office

Key Responsibilities :

- Account Executive will utilize internal salesforce.com database for existing contacts to market Localeze services to senior executives in Fortune 1000 and mid-tier companies.
- Account Executive will identify new business opportunities for Localeze services by researching various industry/trade publications, web sites, and prospecting tools such as Hoovers
- Account Executive will call on appropriate executives within their assigned target market in order to generate new business sales for Localeze.
- Account Executive will electronically maintain notes in salesforce.com and all information as it relates to prospecting efforts.
- Account Executive will prepare and send appropriate follow-up, marketing and collateral materials via mail and email to prospective clients.
- Account Executive will coordinate all sales efforts through the appropriate Sales Director and other internal resources.
- Account Executive will conduct sales efforts using the telephone, email and webinars and will be required to travel to client/prospects locations throughout the year.

Qualifications

Ideal candidates will have 2 to 4 years experience selling software and/or services - such as information services to Fortune 1000 and mid-size company senior executives. Excellent interpersonal, customer relations, and verbal and written presentation skills are desired. Some travel is required.

Education

Undergraduate Degree Required

Submission Guidelines

- Candidates should submit a resume and cover letter in Word or PDF format
- Salary requirements must be included
- E-mail preferred method of retrieval; please reference the job title in the subject line of the email correspondence

Contact Information:
Attn: Corporate Recruiting Manager
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