

Director of Sales, Mobile

Job Description

Position Summary

Reporting to the EVP Sales, the Director of Sales, Mobile will be experienced in digital media and will meet or exceed sales objectives, creating leads, prospecting and closing new business among major retailers, grocers, Fortune 1000 and advertising and direct marketing agencies. The successful sales director must be an A-player and hunter, and will develop new business by leveraging the company's 10 year successful track record delivering digital media (voice, IVR, mobile) solutions to over 200 companies and agencies, and our industry-leading mobile marketing, mobile advertising and voice messaging solutions. The ideal candidate will have the ability to understand and communicate the measurable value of our mobile and voice solutions to prospects and create thoughtful, detailed, strategic and relevant proposals. This position is located in our Irvine, CA corporate office.

Responsibilities

- Manage the entire sales cycle process from prospecting and qualifying to closing new business
- A hunter willing to make cold calls daily a must
- Must manage entire sales process from prospecting to closing using salesforce.com.
- Follow-up immediately on company generated leads, and generate own leads and identify new business opportunities
- Provide a consultative, solution oriented sales approach during the sales cycle.
- Assess prospect requirements and communicate effectively to internal teams when required to prepare proposals and price quotes
- Maintain close relationship with existing clients by developing in depth knowledge of client's businesses skills and qualifications
- Position work hours Monday-Friday 7am to 4pm (PST)

Skills

- Minimum 3-5 years experience selling mobile or high-value digital media solutions to retailers, grocers, advertising or direct marketing agencies is an absolute requirement
- Understanding of the mobile, web, digital content and advertising value chains
- Strong record of prior success selling to senior executives at C and VP levels (3+ years)
- A broad knowledge of emerging mobile and media technology
- Experience in making sophisticated consultative sales requiring strategic and creative approaches with emphasis on building partner relationships
- Excellent written and verbal communication skills
- Excellent presentation, negotiating, and closing skills
- The ideal candidate will be comfortable creating presentations in PowerPoint and developing relevant live demos of mobile products via Go-to-Meeting, conference call, and in-person to



help clients visualize new mobile solutions and preparing a digital media roadmap that forecasts mobile business results.

- We use salesforce.com extensively. Experience using salesforce.com is highly desirable
- Must be an “A” player. Self motivated, organized, detailed, positive high-energy team player
- Bachelor's degree (B.S. / B.A.) from a four-year, accredited college or university required.
- Only candidates that meet these qualifications will be contacted

Benefits

- Base salary, plus commission
- Casual office environment
- Medical and dental insurance
- 401(k)
- Position located in Orange County, Irvine, CA
- No relocation assistance provided
- Please, no third party calls or emails will be accepted.
- Candidates only

Company Description

SmartReply's mobile marketing and voice messaging solutions have created breakthrough-marketing results for leading retailers throughout the United States and Canada. As the only voice and mobile messaging company dedicated to building mobile and voice databases and meeting the unique marketing challenges and objectives of retail executives, SmartReply's clients have the proven ability to increase store traffic, lower marketing cost and strengthen brand affinity. Because of this, SmartReply is the provider of choice for more than 80 major regional and national retailers. Headquartered in Irvine, California, more information for partners and clients can be found at www.SmartReply.com In 2006 SmartReply won the Mobile Marketing Association Global Award for “*Best Use of Mobile Marketing, Relationship Building*”.

QUALIFIED CADIDATES ONLY: PLEASE SUBMIT COVER LETTER AND RESUME IN WORD DOC FORMAT TO INFO@SMARTREPLY.COM. THANK YOU.