

About the Company: CEA Data is a fast-growth, early stage company with first-of-its-kind technology serving a large, hungry market. We are B2B SAAS with a revenue mix that is roughly 50% SMB and 50% Enterprise (including Fortune 500). Management is high-caliber, experienced and supportive. If you're an A-player ready to join other A-players in building something new, this is it.

ROLE: *Digital Sales Manager, B2B SAAS Marketing*

What you'll be doing:

- *Build and maintain executive relationships with prospects and customers, influence long-term strategic direction, and act as a trusted advisor.*
- *Understand customer's goals and challenges and establish CEA's product as the best solution available.*
- *Qualifying customers' requirements and effectively articulating CEA's ability to meet these requirements.*
- *Full responsibility on the sales cycle. From working and/or creating a lead to close it*
- *Developing and managing relationships within our Enterprise segment, covering strategic deals*
- *Managing complex sales-cycles and presenting to C-level executives the value of our solution.*
- *Forecast sales activity and revenue achievement, while creating satisfied and referenceable customers.*
- *Lead territory strategy in generating and developing business growth opportunities (new and expansions), working collaboratively with Sales Development, Customer Success, and Marketing - all to maximize business results and open up opportunities with large Enterprise companies.*
- *Help CEA continue to evolve and increase market share in the market*

Desired Skills and Experience:

- *7+ years of individual/team quota carrying software or technology sales and account management experience (selling to Account Based Marketing Companies and/or Agencies is highly desired).*
- *Experience in the digital marketing / advertising space desired*
- *Consistent achievement on MRR & ARR earnings along with steady forecast accuracy*
- *Track record of over-achieving quota in past positions.*
- *Experience managing and closing complex sales-cycles.*
- *Strong computer skills, including Social Platforms, PowerPoint and Excel.*
- *Strong network of contacts in B2B industry segments*
- *4 Year Degree in Business, Marketing, Communications or related field*
- *A strong understanding of the issues relating to marketing data and analytics*
- *Proven track record for meeting and surpassing business goals in a fast growing startup environment.*

Contact: jobs@ceadata.com

