

## Account Executive

# Shoelace.

Phone :  
Web :

### Job Summary

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Vacancy :

Deadline : Sep 13, 2024

Published : Aug 13, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

### Job Description

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We're seeking a dynamic Account Executive to join our digital advertising agency, which specializes in paid social, paid search media and email marketing for eCommerce brands. The ideal candidate will manage the full sales cycle, primarily handling inbound leads while also conducting some outbound prospecting.

Key Responsibilities:

- Manage and close inbound leads (90% of workload)
- Conduct outbound prospecting to generate new business opportunities (10% of workload)
- Navigate the entire sales cycle from initial contact to contract closure
- Develop and maintain relationships with marketing directors and founders of DTC brands
- Understand and effectively communicate our agency's digital marketing solutions
- Collaborate with internal teams to create tailored proposals and presentations
- Meet or exceed monthly, quarterly, and annual sales targets
- Utilize CRM software to track leads and maintain accurate sales pipelines

Qualifications:

- Proven experience in B2B sales, preferably in digital marketing or related fields
- Strong understanding of paid search, social media, and email marketing strategies, specifically as it relates to eCommerce
- Excellent communication and interpersonal skills
- Ability to build rapport with C-level executives and marketing professionals
- Self-motivated with a results-driven approach
- Proficiency in CRM software and sales tools

This is a remote role

Salary Range: \$70k-\$90k CAD

### Education & Experience

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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