



## **ROLE PROFILE**

<b>Title:</b>	<b>eCommerce Sales Representative</b>
<b>Function:</b>	Sales
<b>Reports To:</b>	VP Enterprise Sales
<b>Location:</b>	Open - remote position in any US State
<b>Territory:</b>	U.S.
<b>Type:</b>	Full Time

## **Role Description**

The eCommerce Sales Representative is accountable for executing an aggressive sales strategy that supports the Exchange Solutions business development goals and objectives of its eCommerce solution, ES Engage. The primary objective of the role is to source and secure profitable new revenue/clients through new mid/enterprise accounts and customer acquisition in the retail e-commerce space.

## **Primary Responsibilities**

- Become well versed with Exchange Solutions' strategic priorities, capabilities, service offerings, value proposition, competitive differentiation, and sources of competitive advantage.
- Actively prospect and develop a qualified new business opportunity pipeline specifically targeting e-Commerce retail customers that supports the annual account and revenue targets.
- Cultivate and expand strategic retailer relationships through assessing and understanding the client activities and identifying both short- and long-term needs.
- Manage the full sales cycle, from the proposal stage through to contract negotiation and full project deployment.
- Generate innovative ideas on ways to navigate through the ever-changing e-Commerce space and grow profitable sales while improving our competitive advantage.
- Manage accurate lead, pipeline, and forecast reporting on a regular basis and maintain data integrity into Exchange Solutions' CRM database in Hubspot.

- Collaborate with Pre-Sales and Product Marketing to create joint demand generation strategies, potential client use cases and various programs and activities.
- Attend networking events to promote Exchange Solutions and identify potential future clients.

### **Capability Requirements – education, skills & experience**

- Post-secondary education with a degree in business, sales or marketing.
- Must have a minimum of 2 years of related e-Commerce sales experience in a Sales/Business Development role focused on the Retail Industry targeting eCommerce and/or marketing departments
- Passionate and highly motivated with a track record of delivering profitable retail solution sales growth through B2C channels preferred.
- Any experience or exposure with retail eCommerce, CRM, Personalization or Marketing solutions preferred.
- Be able to demonstrate a verifiable track record in over/achievement of successful revenue generation and Business Development.
- Must have a proven ability in prospecting, and sales execution skills.
- Show a strong confidence in engaging senior line of business executives (SVP/VP/Director eCommerce, Marketing) or C-Level leadership (CEO, CMO and Chief Digital Officers) within a retail organization.
- Eager to prove their ability to identify key decision-makers and sell technology-enabled large-scale line of business solutions to mid/large retail accounts.
- Must have expert presentation skills and excellent communication skills, including written, verbal and active listening.
- Excellent computer skills including, Microsoft Office (Word, Excel and Powerpoint), MSTeams and CRM database Hubspot.
- Thrive in a fast-paced, entrepreneurial environment with ability to manage change seamlessly.
- Ability to work both independently and as part of a team, mostly remote.
- Must have ability to travel as required.