



Sales Account Executive

ShopAtHome.com helps more than 15,000 online stores generate leads and sales through one of the largest coupon and discount shopping sites on the Web. With over 20 million customers and 25 years in the lead generation business, we are the leader in online coupons and deals.

We are looking for an ambitious Sales Executive to join the ShopAtHome.com Sales team and contribute to the phenomenal growth we are experiencing - ranked #715 on the fastest growing private companies list in 2011 by Inc. Magazine. Due to our growth, we are expanding our Sales Team and looking for an energetic, highly motivated self-starter with a proven track record of exceeding sales goals.

This position is ideal for a talented person who wants to work in a fast paced environment, working on-site with terrific people at our convenient location in the DTC.

Responsibilities:

- Maintain and develop a customer and prospect database.
- Target appropriate clients and hunt new business through all the sales avenues (cold calling, email marketing, direct face to face meetings etc).
- Manage sales cycles to closure, including discovery, proposal, negotiation, and contract execution
- Achieve sales goals through effective consultative selling and ability to overcome objections
- Build and maintain relationships with customers to increase sales of additional products
- Provide accurate and detailed weekly forecast funnel of identified and proposed opportunities in order to meet or exceed sales quota

Qualifications:

- 3+ years proven sales experience in internet marketing
- Strong cold calling, prospecting and negotiation skills
- Exceptional verbal, telephone, written communication and organizational skill.
- Strong drive and energy with the high motivation to succeed
- Positive and confident personality
- Ability to work both independently and in a team environment
- BA/BS degree with outstanding academic performance.
- Most importantly, a good sense of humor

Employees enjoy:

- Competitive compensation
- 15 days of Paid Time Off (PTO) annually
- 10 paid company holidays
- Medical, dental, vision & life insurance for employees and their dependents
- Matching 401(k) savings plan
- Flexible Spending Accounts
- Free on site gym (no excuses.....)
- Company events and bagel Fridays (don't forget the gym)
- Working with the greatest people ever!

ShopAtHome.com is located at our Greenwood Village, Colorado office near Quebec and Belleview. Please submit a cover letter indicating position applied for, resume, and salary requirements to recruiting@shopathome.com by 5:00pm MST, Friday, January 20, 2012.