



Senior 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.

Due to our continued growth, ShopAtHome.com, a leading online coupon and cash back site serving millions of consumers and thousands of leading online brands, is seeking to add an inside Senior Account Executive to our team. We are looking for a successful and highly motivated sales/account management professional to grow existing merchant partner relationships within a dynamic and growing industry. The ideal candidate for this position will have high energy, the ability to build strong relationships with merchants, and a desire to be a real contributor to the growth of ShopAtHome.com.

We're looking for a talented person who wants to contribute to the phenomenal growth of ShopAtHome.com - ranked #715 on the fastest growing private companies list in 2011 by Inc. Magazine. This position is compensated on a base plus commission, and is located on-site in a friendly environment at our convenient location in the DTC near I-25 and Belleview.

Responsibilities:

- Provide exceptional account support and management of existing key advertising relationships including campaign optimization, cross selling of advertising space and other social media programs for the company
- Overall territory responsibility for revenue generation
- Strategically sell additional advertising and lead generation services to meet quarterly sales quota
- Support and manage assigned accounts for program optimization
- Prospect and develop relationships with existing advertisers to identify growth opportunities
- Analyze sales and offer data to determine which programs will offer maximum return for the Company

Qualifications:

- 3+ years experience with intangible services/products on an inside sales team (online advertising sales experience a plus)
- Ability to demonstrate a proven track record of meeting/exceeding established sales revenue goals
- BA/BS degree preferred
- Proven experience in building strong relationships with clients
- Strong telephone and written communication skills
- Positive and confident personality, able to easily make and develop connections with others
- Demonstrated analytical problem solving and thinking ability
- Strong organizational skills and exceptional attention to detail
- Self-starter with great motivation
- Team player
- Willingness to travel

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.....)
- 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.