



Senior Account Executive

New York City, NY
Full Time
Experienced

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GrowthAssistant (GA) is growing. GA's mission is to make work better for marketers around the globe. We are the leader in providing fast-growing companies with high-quality, embedded, offshore talent to handle manual tasks in growth marketing, design, sales, customer service, and more.

We are growing our sales team and are looking for a consultative and conscientious salesperson who can turn inbound leads into new and successful GA customers. This is not a transactional sales position. You will take the lead in helping prospective clients determine what types of talent needs they have, educating them about what makes GA an excellent partner, closing the deal, and ensuring that the client finds the right fit with a talented new employee.

This is a profitable and bootstrapped startup with strong demand. Things are going to change a lot month to month and you'll have the opportunity to contribute to the maturation and growth of the business. Further, you'll receive first-hand experience in growing a bootstrapped business. If that's exciting to you, we should talk.

The Role

- Understand what a good fit new client looks like for GrowthAssistant
- Run sales calls to qualify new leads and move forward with the right prospects
- Close new deals that are high quality and good long term fits for the business
- Contribute to the growth and maturation of the GA sales process by innovating, thinking with first principles, and leveraging your previous experience. This could be brainstorming on what deal stages should look like, establishing forecasting best practices, and innovating on the sales pitch.
- Collaborate closely with teammates globally to deliver a world-class sales experience and to ensure long-term client health.
- Enjoy work, connect deeply with teammates, and do work you're proud of

The Requirements

- 1+ year of closing experience (it's likely you have more experience than this based on the seniority of this job, but if you're excellent, let's talk)
- 5+ years of client facing experience
- Previous startup experience will be a plus
- A solid understanding of ecommerce, marketing agencies, and consulting firms OR a sincere desire in learning about them quickly
- Experience using a CRM
- Should be attentive to details, highly organized, analytical, proactive, responsive and prompt in completing deliverables
- We are in the office 4 days per week in New York City (Flatiron)

Apply for this position

Questions:

- First Name*
- Last Name*
- Email Address*
- Phone*
- Address*
- Resume*
- What's your citizenship / employment eligibility?*
- Are you 18 years of age or older?*
- LinkedIn Profile URL:*
- Desired salary
- Are you currently living in the continental United States?*
- How many years of sales experience do you have?*
- Are you looking for a full-time job that is 40 hours+ per week?*
- Do you have experience working for a startup?*
- Why are you interested in this job?*
- Are you able to work in-office in NYC 4-days per week?*