

## DeveloperMedia

**Job Title:** Account Executive  
**Department:** Sales  
**Reports to:** VP of Sales  
**Posted:** October 2019

Do you like the security of working in an established company, while enjoying the fast pace and creative environment of a growing start-up? You are in luck. Developer Media is seeking an energetic, high-performing Salesperson to work in our newly formed Technical Content Creation Division, ContentLab.io.

At Developer Media, we're a collaborative team that has fun while crushing our goals and supporting each other to be the best salespeople around. We're a group of self-starters who love to work remotely, enjoy the thrill of the hunt, and thrive on closing new business and running our own territories.

We need a results-oriented Account Executive to join our growing sales team. The ideal candidate will have sales experience and preferably IT or developer market knowledge. You must be quick to develop and maintain relationships with new and existing clients, and able to drive sales by learning your clients' businesses and the tech markets they live in. You'll add value with every client interaction, naturally offering technical content solutions that serve their needs while growing your revenue and adding to the bottom line.

This is a role for a strategic thinker who is passionate, customer centric, and a self-starter. You must be enthusiastic about helping our clients succeed, while increasing company revenue through thoughtful business development and relationship management.

At Developer Media, we are a company that truly cares about our people, our clients, our products and our integrity. So if all of this inspires you, please read on.

In your capacity as Account Executive you will be responsible for, but not limited to, the following duties:

- Develop and manage your territory to consistently achieve sales goals
- Consistently reach out to new leads and win new clients
- Maintain and where possible grow existing client engagements
- Develop new sales leads by searching competitive sites, trade show exhibitor lists, our internal prospect database, and other resources
- Provide excellent customer service  
Visit your key accounts quarterly in-person
- Enter data regularly in Salesforce (both pre- and post-sales activities), including deal stages, contacts and more to best understand your business opportunities

Requirements:

- Ability to sell strategically and consultatively in a customer-centric manner
- Proven sales success with a minimum of 3+ years of sales experience
- Excellent communication, negotiation, and organizational skills
- Ability and willingness to travel
- BA/BS degree is a plus
- Proficient in Office or Google Docs, Salesforce, and Outreach.io a plus
- Motivated, self-starter with the ability to work from your home office regularly

We offer a competitive remuneration package and excellent benefits.

Contact [lisa.sidlow@developermedia.com](mailto:lisa.sidlow@developermedia.com) or call 415-497-5488