



Account Executive

Job Description

Support edō's growth and revenue generation objectives through sales of the edō Marketing Platform. edō is looking for an individual who is passionate about sales, advertising and the opportunity to build a business and has a proven track record of exceeding quota in a fast-paced sales environment. The position is full-time, based in the San Francisco Bay Area, and will report to edō's Director of Sales.

- Execute edō's sales strategy and meet revenue targets for the edō Marketing Platform.
- Develop a robust sales pipeline through prospecting and lead qualification.
- Identify client needs, present edō's capabilities through high-quality presentations, and design customized campaign solutions to meet client business objectives.
- Manage prospects through all stages of the sales cycle to close.
- Accurately forecast sales pipeline.

Skills

- BS or BA
- 2-4 years of relevant experience
- Results-oriented and proven track record of meeting quantitative targets
- Strong analytical skills, and experience using data in decision-making
- Excellent written and oral communication skills
- Ability to juggle multiple projects and meet deadlines
- Energetic, creative, intelligent, and willing to take initiative
- Experience with CRM systems

Company Description

Founded in 2007, edō Interactive is creating a digital incentive marketing platform, connecting brands with consumers. edō's Marketing Platform leverages everyday payment networks to help brands control their digital incentive programs and deliver targeted and relevant promotions. edō offers end-to-end card program management services for brands that wish to create a customized card. edō has been featured in The Wall Street Journal, Business Week, The American Banker and Fox Business News and was recently named by Entrepreneur magazine as one of the "100 Brilliant Companies" to watch in 2009. edō has an experienced management team and funded by a powerful network of investors.

Contact Information

To be considered for this position, please send a cover letter and resume to careers@edointeractive.com, as well as any questions that you may have regarding this job posting.