

3 Senior Account Executives – Wanted Technologies (WAN)

WANTED is a leading supplier of real-time sales and business intelligence solutions for the media classified and recruitment industries. Using its proprietary data mining, lead generation, WANTED aggregates real-time data from thousands of online job boards, real estate and newspaper sites, as well as corporate Web sites on a daily basis.

WANTED's data is used to optimize sales and to implement marketing strategies within the classified ad departments of major media organizations, as well as by staffing firms, advertising agencies and human resources specialists.

WANTED is also the exclusive data provider for the United States Conference Board's Help-Wanted Online Data Series™, a monthly economic indicator of job availability in the United States.

Job Description & Requirements:

As a Account Executive for Wanted Tech, your primary mission will be to hunt for new prospects and sell real time intelligence solutions. Your target market will be companies in the media, staffing/RPO and financial markets. Previous sales hunter experience building relationships with C-Level decision makers within our target market through a complex, consultative sales cycle will ensure your success. A background selling software as a service (SaaS) and information services will be highly valued; although a background in selling other professional business services will also put you ahead of the game. For the hungry, motivated, and entrepreneurial business development professional, this opportunity will set you up to achieve a six-figure income with a company that sincerely believes in investing in their employees.

This Account Executive position requires you to be a successful sales hunter extraordinaire with the professionalism required for building relationships with corporate executives; and you are seeking a sales opportunity that will allow you to sell software solutions and services you are passionate about while providing you tremendous income and recognition potential. As an Account Executive, you will be joining a company with 9 years of success as a recognized leader in the media market. An extensive training program and an experienced and supportive management team will allow you to hit the ground running. Projected at a 30% growth rate over the next few years and striving to become one of the best companies to work for, Wanted Tech will provide the building blocks for your professional growth and success.

We're an organization that embraces and rewards both bold strategy and disciplined execution. We offer competitive salaries and benefits which include medical, dental, vision, 2 weeks of Paid Time Off your first year, 10 holidays each year; Short and Long Term Disability and home office support.

Locations:

We are looking for applicants in **Dallas (TX)**, **Denver (CO)** and **Seattle (WA)**.



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