Likeable Local

Title: Sales Executive

Location: 240 W 37th Street, 7th Floor, New York City, NY, 10018

Job Type: Full-time (Experienced)

Compensation Type: Salary

Wage: $35,000 + Commission

Start Date: 6/1/2016

Job Description:

You, wonderful you. You are the person we’ve been looking for! You are the ambassador of the Likeable Local brand. You understand that social media is crucial for the small business marketing mix, but realize that many do not have the time or expertise to integrate social into their business. You want to become their connection to the best strategies, newest technologies, and most compelling approaches to marketing their business across the social media spectrum. You understand the value of social media and translating it into ROI. Basically, you’re the next small business hero. Are you ready to take matter into your own hands, and join a team of high-spirited, creative, passionate people helping small businesses grow using social media?

Let’s do this together!

Primary Responsibilities:

- Manage the sales process from the first point of contact until the close
- Report on, prioritize and organize inbound marketing leads
- Communicate with prospect in all sorts of ways, that make you indispensable and beloved by them and their whole business
- Become a social media thought leader in the small business space
- Follow a tried and true sales process that'll maximize your paycheck
- Crush monthly revenue quota, and contribute DIRECTLY to the growth of a fast-moving startup
- Writing blogs and/or email newsletters

Qualifications:

- Bachelor’s degree; Studies in marketing, communication, digital strategy, social media, and/or business management and development
- Proficiency in Salesforce CRM
- Demonstrate high levels of understanding of the changing environments of Facebook, Twitter, and LinkedIn
- Impeccable communication and critical thinking skills to sell on the fly!
- You've sold over the phone in any capacity
**Compensation:**

Salary commensurate with experience, aggressive commission plan, with full benefits and room for rapid growth based on performance. We have built various milestones throughout the ramp-up period designed for our trainees to quickly advance up the ladder towards managing a team or maintaining their role as an individual contributor as a salaried + uncapped commission Sales Executive.

**Work Environment:**

- Casual
- Fun
- Fast-paced
- Standing desks
- Operation Healthy Snacks
- Mini meditation sessions, should you be so inclined
- Climb the ranks of the sales team, participate in monthly and weekly quota competitions with opportunities for amazing prizes

**Application Instructions:**

Apply online at [http://likeablelocal.applytojob.com/apply/IUWUPz/Sales-Executive](http://likeablelocal.applytojob.com/apply/IUWUPz/Sales-Executive).

Want to stand out from the rest? Snapchat us @LikeableLocal and let us know why you're Likeable. Be creative!

**About the Organization:**

Likeable Local is the first social automation software for small businesses. Likeable Local has developed and deployed a full service software solution that incorporates several components: easy to use mobile app, listening platform, content creation and distribution, TURBOPOST™ technology and social advertising, and mobile web profiles. Along with full analytics, Likeable Local gives small businesses the tools they need to access their success and monetize their social media presence.