

Enterprise Sales – Del Mar, CA

Company Description

Certona Corporation is the creator of Resonance®, a real-time personalization and revenue optimization platform for multi-channel retailers. Resonance automates a company's ability to provide relevant, individualized experience and product recommendations in real-time, increasing average order value and revenue per visit. With seven patents pending, the "self-optimizing" system is powered by sophisticated neural networks and a portfolio of algorithms to deliver real-time product, content, and promotional offers through multiple channels – web, email, call center, point-of-sale, and mobile. Clients are typically up and running in less than a month, and include some of the most recognized online and multi-channel retail brands across all popular verticals. For more information, visit www.certona.com.

Position Description

Certona Corporation is looking for an experienced enterprise sales associate to generate, develop and close SaaS (Software as a Service) service agreements within our on-line direct sales organization. You will be responsible for new market penetration, calling on senior – level executives and complex sales cycle management.

Qualifications

- A minimum of 2 years experience selling Software as a Service or three years of technical sales experience (inside or field)
- Experience selling to e-commerce businesses is preferred
- An undergraduate degree in business is preferred

Success factors:

- You have proven success in penetrating new markets, closing new business, increasing the deal size and accelerating the buying process
- You have consistently over achieved in your past positions; meeting monthly, quarterly and annual quota objectives at least 3 out of the last 4 years
- You have the ability to accurately forecast based upon realistic opportunity assessments
- You ensure 100% customer satisfaction and maintain pro-active relationships with all partners
- You have the ability to work in a flexible, fast paced team-oriented environment

Please send your resume and cover letter to careers@certona.com.
