

**Company: F13 Works****Position: Sales Director**

This is your chance to further your career and join an outstanding team of results driven, entrepreneurs and build an amazing career, working in the retail technology space.

We are seeking an experienced Business Development Manager with the ability to own and deliver against a sales target, hold a winning attitude and have the passion and hunger to help F13 Works in our quest to build the future of e-commerce!

**F13 Works** unites leading brands and influential online stores to facilitate e-commerce distribution. Reaching over 57% of all US e-commerce stores we give retailers the ability to increase their online revenues through increased product assortment. Our vendor management offering yields higher Average Order Values, Increased Customer Lifetime Values, and enables merchandise experimentation all with minimal capital investment.

**This Job is great for you if:**

- You are a high energy individual who effectively communicates with a diverse set of customers
- You care more about results than the hours you spend working to achieve them
- You want to see the outcomes of your hard work and be compensated for them appropriately
- You can efficiently maneuver through a customer organization to find a decision maker and speak to what is important to them

**Key Responsibilities:**

- Own and deliver on a sales target
- Sell solutions and services to new F13 Works customers
- Prepare & Deliver online demonstrations of our business solutions to prospective clients
- Liaise with business contacts to develop & manage relationships, identifying new opportunities to sell F13 Works products and services
- Support client accounts and provide product feedback based on key account feedback
- Be a team player with a willingness to work with other Lines of Business such as: marketing, technology, and support.

**Requirements:**

- Bachelors Degree
- Min. 4 years Experience in Business-to-Business Sales environment (IT Solution or Retail services sales preferred)
- Ability to prove successful achievement of sales targets, and manage full sales cycles
- Natural sales and entrepreneurial ability
- Outstanding phone and face- to- face customer skills
- Excellent communication and presentation skills

**What we offer:**

- Competitive Salary
- Generous Commissions
- Stock Options
- Full benefits
- Opportunity to work with and shape a young company

Job Type: Full-time

Total Compensation (Salary + Commissions): \$85,000.00 to \$150,000.00 /year

**Please send your resume to [Chris@F13Works.com](mailto:Chris@F13Works.com)**