

Director of Business Development

Full-time - Remote

Job Description:

- Aggressively growth-oriented person who is highly energized by the size of the opportunity at CartText.
- Own the entire sales process, initial contact, opportunity management, negotiation, and closing. Consistently meet and exceed your business targets.
- Understand a wide variety of eCommerce marketing technologies and how CartText fits into each customer's technology stack.
- Help define & iterate sales process
- Aggressively prospect for new clients who have high potential of existing or expected success with SMS abandoned cart recovery and churned subscriptions.
- Develop targeted lists, marketing strategies, and messaging to drive opportunities for new business.
- Manage and maintain client partnerships after the close.
- Help prepare sales presentations and proposals and qualify inbound leads report on weekly activity.
- Achieve or exceed monthly quotas of Qualified Opportunities, Appointments, and Closed.
- Professional and technical knowledge, as well as an extensive understanding of technology industry trends and the key players in the competitive landscape.

Qualifications:

- 2+ years of SDR / SaaS sales experience as a top performer.
- 1-2 years of B2B sales closing experience, preferably in a SaaS, marketing technology, or a related domain.
- You want to join a startup in its most exciting stage: early growth. You want to step up to the challenge of hustling to scale our sales process.
- Proven history of strong team performance, preferably in hyper-growth environments.
- Strong work ethic, highly motivated, driven and self-starting individual.
- eCommerce experience specifically in understanding the eCommerce ecosystem is a huge plus.
- High energy and positive attitude Excellent written/verbal communication skills.

CartText provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.