



CHARGEITSPOT

WWW.CHARGEITSPOT.COM/CAREERS

ABOUT CHARGEITSPOT

ChargeItSpot works with many of the biggest brands in the world to provide free and secure cell phone charging to consumers on the go. Clients love us because when people charge they shop longer and spend more; consumers love us for saving them from the dreaded low battery.

Our vision: no matter where a consumer is when their phone battery runs low, there's a ChargeItSpot within arms reach.

Current clients include Target, Nordstrom, Bloomingdale's, Under Armour, Banana Republic, Neiman Marcus, and T.J.Maxx, to name a few. Additionally, ChargeItSpot was selected by clients to power such events as New York Fashion Week, the Super Bowl, and the GRAMMYS. Check us out at www.chargeitspot.com.

At ChargeItSpot, we value dedication, resourcefulness, detail-orientation and a tenacious attitude; we want people who are ready to get things done. We are a team of smart, down-to-earth, honest people working together to create the best outcome.

Our focus is fierce, but it's not all hard work. We are always up for a game of Jeopardy in the office, a great meal together, or a night out for karaoke.

Check out our [CORE VALUES](#) to learn more.

POSITION: ENTERPRISE SALES

Position title is broad for a reason: we will hire more than one candidate to join our Enterprise Sales team. Those selected to join our team will have high level of competency in all, or perhaps some of the responsibilities outlined below. Our approach to sales is highly targeted, strategic and unconventional. Position, title and salary will depend on your qualifications and experience. Successful candidates will partner with the CEO/Founder and serve as integral members of ChargeItSpot's revenue generating team. This team is singularly focused on closing multi-million dollar contracts with large retail enterprises.

RESPONSIBILITIES:

- Manage a complex sales cycle by engaging senior decision makers across multiple functions to allocate budget for our technology, perhaps one that they had never consider
- Set up meetings with senior decision makers (typically SVP, EVP, or C-Level)
- Convert pilot and regional accounts to nationwide contracts
- Develop and cultivate leads within our target verticals (retail and others)
- Doggedly and meticulously prepare for calls and meetings to align our unique value proposition with the goals of the prospect enterprise as well as the goals of the individual
- Pursue methodical and strategic approaches to close multi-million dollar contracts
- Play a pivotal role in converting pilots to large, multi-year contracts

QUALIFICATIONS:

- Bachelors degree (minimum)
- 3 to 7+ years in B2B sales
- Proven success in sales; a yearning to grow via structured training
- Demonstrated ability to nurture long-term relationships with senior decision makers
- Outstanding verbal and written communication experience; qualifying and closing skills
- Obsession with details; precise execution
- Experience in a startup environment a plus
- Enthusiasm for solving problems and taking on obstacles with success
- Willingness to travel to client for sales
- Flexibility of schedule that allows for occasional night or weekend work

WHAT WE EXPECT FROM YOU:

You think several steps ahead. You are relentless, strategic and a long-term thinker. You believe the details are important and so you get them right. You find creative ways to get to the most senior people in the prospect/client organization. You are a fast learner. You take feedback well and implement it. You care about getting to the best outcome, and do not care about being right or wrong.

HAVE THE KILLER COMBO OF SKILLS + QUALITIES THAT WE ARE LOOKING FOR? PLEASE SUBMIT YOUR RESUME TO KELLY THOMPSON AT CAREERS@CHARGEITSPOT.COM

ChargeItSpot is an Equal Opportunity employer. Personnel are chosen on the basis of ability without regard to race, color, religion, sex, national origin, disability, marital status or sexual orientation, in accordance with federal and state law.