

Position: Director, Enterprise Sales

Location: Philadelphia, PA

Compensation: Salary, Commission, Benefits Package, Ongoing Structured Sales Training



About ChargeltSpot

ChargeltSpot® works with some of the biggest brands in the world to provide free and secure cell phone charging to consumers on the go. Our clients include best-in-class brands such as Target, Gap, Inc., Nordstrom, TJX, Under Armour, Neiman Marcus, and Uniqlo and ~60 others. Clients love us because when users charge their phones, it's empirically proven they shop longer and spend more in store. Users love us for saving them from the dreaded dead phone battery.

At ChargeltSpot, we value dedication, resourcefulness, fast-learners, detail-orientation and a tenacious attitude; we want people who are ready to get things done. Our focus is fierce, but it's not all hard work. We are always up for a game of darts in the office, a great meal together, or a night out. We are excited to add new members to our rapidly expanding team!

Position Overview

We are looking for a Director of Enterprise Sales who will bring our sales traction to the next level. This is an "individual contributor" role, and also has leadership growth potential. The successful candidate will report directly to the CEO/Founder as an integral member of ChargeltSpot's revenue team. You will be responsible for selling multi-million dollar contracts to large enterprises like Walmart, Home Depot, Best Buy, T.J. Maxx, Gap Inc., etc. You will be responsible for prospecting new business, cultivating leads, and developing deep relationships with senior decision makers in our target markets.

The successful candidate should demonstrate leadership skills and be a highly motivated, detail-oriented, strategic seller that is passionate about our vision. This person should be resourceful and able to gain access to the C-suites of prospective client organizations. The candidate should be comfortable in an unstructured environment and be ready to tackle projects beyond their scope.

What you can expect of us

A team of incredibly smart and dedicated people who do what it takes to accomplish our goals. We do what we say we will do. We will collaborate closely with you so that you can build substantial wealth – but it will not be immediate or easy. It will require long-term, strategic thinking and hard work. We are outcome-oriented and do not bring ego into discussion. We believe that a team of smart, down-to-earth, honest people working together creates the best outcome. We execute with precision and do not let things slip through the cracks or go unsaid. We are explicit and deliberate. Learn more by checking out our core values [here](#).

What we will expect of you

You think two steps ahead. You are relentless, strategic, and a long-term thinker. You're not in it for the quick buck. You're in it to build long-term wealth. You believe the details are important and so you get them right. You do not take a deal for granted. 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.

Responsibilities

- Closing multi-million dollar contracts with large national brands
- Approaching and setting up meetings with senior decision makers (typically SVPs or above)
- Helping to convert existing pilots into large national contracts
- Developing and cultivating leads within our target markets (e.g. large retail chains, casinos, hospitals, etc.)
- Converting existing accounts into large national contracts
- Working directly with the CEO to exceed company sales goals

Qualifications

- 2-7 years experience in B2B sales
- Bachelor's Degree (minimum)
- Proven success in a direct sales role and a love for learning how to continuously improve through structured sales training
- Demonstrated ability to develop long-term relationships with senior level decision makers in client organizations
- Experience in a startup environment is a plus
- Excellent communication (verbal and written), presentation, qualifying, closing and negotiating skills
- Detail-oriented and enthusiasm for solving problems in real time
- Willingness to travel for sales meetings 1-2 days per week
- Flexibility with a schedule that will include an occasional night or weekend

If you have the exceptional combination of skills and qualities that we are looking for, please submit your resume to Michaela Fallon 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.