



Are you ready for a fun, challenging, and up tempo opportunity in Marketing's most rapidly growing sector? If you are a rainmaker, who is capable of closing high-end service contracts, primarily through Inside Sales, then we're looking for you. We are being very selective in filling the few positions we have available and in need of self-motivated, driven sales professionals who have what it takes to be highly-successful.

Fortune Interactive is a new start-up company in the exciting world of Interactive Marketing. Founded and led by a group of industry-leading experts, we are looking to expand our employee-base and grow this company into a market leader. If you are a successful individual, looking for a challenging & rewarding career, and want an opportunity to help build something special, then read further.

Account Executive Responsibilities Include:

- New business generation, primarily through Inside Sales efforts
- Cold call into companies, establish industry relationships, and close new business
- Sell internet marketing solutions to Fortune 1000 clients
- Position company as a leader in search marketing
- Negotiate service and pricing with executive decision makers
- Maintain client satisfaction through periodic support and cross-selling
- Interact with client support and technology to ensure client satisfaction
- Some travel (~10% of the time)
- Think big and outside of the box!
- Make a lot of commission!
- Have fun!

Account Executive Qualifications Include:

- 3-5 years+ experience in professional service sales (B2B)
- Experience selling solutions to C-level executives
- Proven track record of consistently exceeding quote and remaining in the top 10% of a sales organization
- Self-motivated, go-getter
- Track record of making a six figure income
- No hesitations in cold calling, prospecting, and generating own leads
- Significant experience in both inside & outside sales
- Creative thinker, entrepreneurial spirit, and refuse to lose attitude
- Team player that thrives in a team environment
- Understands the trends, value, and benefits of Internet marketing
- Computer & Internet savvy individual (MS Office, Internet Explorer)
- Internet Marketing and/or Traditional Advertising sales, desired
- 4-year accredited college education, desired

Compensation is commensurate to experience and productivity. We offer base salary with a competitive commission/bonus structure. Top producers will earn in excess of six-figures for total compensation. Fortune Interactive offers a strong benefits package and a fun, exciting work environment. Please email your resume, including a cover letter, to sgardner@fortuneinteractive.com .

Resumes without a cover letter will **NOT** be accepted. Phone calls will **NOT** be accepted.