



Account Executive - New York City

Who We Are

Fairygodboss is an early-stage start-up based in New York. Our mission is to improve the workplace for women by creating transparency. We do this by creating a safe, anonymous and supportive place for women to leave job reviews and tips about employer pay, benefits and culture. After raising a seed round, we're growing rapidly and expanding our team.

If you're interested in learning the ins and outs of running a digital startup and improving the world for women at the same time, this job is for you.

What We're Looking For

We believe that finding the right team member is a lot like dating, which means we're less concerned about what your resume looks like, than how our conversation goes. While qualifications matter (see below), here are some of the things about your personality that we care about:

- You are scrappy and resourceful. Jeff Bezos once famously said that his ideal wife would be able to break him out of a third-world prison. We want a business partner like that too!

- You are responsible and have integrity. This isn't typically a resume line-item, but it's very important and we will want to speak to your former colleagues.

- You are confident. Since you're an early employee you will need to be a leader, by definition. We want you to believe and aspire to shaping what our company does. You don't mind doing everything. And anything. Building a startup looks glamorous. Until it doesn't. We need someone who doesn't think twice about rolling up her/his sleeves and getting messy.

- You truly, deeply understand the importance of the customer to an organization. You will become deeply invested in the success of our customers' programs, and help us become famous for the high caliber of customer service we provide.

About this Role:

We're looking for dynamic, high performing Account Executive with 2+ years sales experience in technology and/or services over the phone and via web-based presentations. The ideal

candidate has a history of bringing on new business, exceeding quotas and loves the thrill of the hunt as a result of outbound prospecting and high activity metrics.

Your day-to-day:

- Research, identify, and tenaciously generate weekly new opportunities over the phone and web
- Qualify, build, and manage an accurate activity funnel
- Build and develop a market segment to close new business
- Maintain a high daily volume of activity including outbound calls, emails, & social media interaction in a transactional environment
- Skillfully deliver web-based presentations using best practices
- Exceed a quarterly and annual quota
- Collect feedback from prospects, and use it to help influence product development

This is where the role begins. Since we are a new and fast-growing startup, it can go wherever you want to take it. We value your ideas and initiative.

Requirements:

- You are independent, self-directed and you strive for excellence
- 2+ years of B2B business development or relevant experience selling over the phone/web
- A strong track record of achievement preferably in B2B digital media or SaaS
- Previously trained in consultative / value-based approach
- Tech Savvy
- HR or recruiting industry experience preferred
- You must love Fairygodboss - and be excited about changing the workplace for Women!

To apply, contact our VP of Sales, Katy Skloss at katy.skloss@fairygodboss.com.