



# ActivEngage Account Executive Position

## Now Open

ActivEngage, the most trusted brand in automotive chat, is proud to offer a unique and exciting opportunity to a highly motivated and experienced sales executive. This account executive will nurture long term relationships with clients, prospects, OEMs, and business partners. The ideal candidate will have several years of experience building business in the automotive industry through outside sales.

ActivEngage's huge increases in revenue and market share catapulted us to the top of the Inc. 500's ranking of America's Fastest Growing Companies. We've been recognized for our commitment to employees by receiving the Tom Scalise Leadership Award for Workplace Wellness as well as the Orlando Business Journal's honorific of "Best Company to Work For." And of course, we've been rapidly increasing our roster of satisfied clients - and we've got big plans for 2013. We want you to join the team.

### Key Responsibilities

- Manage an active pipeline of new opportunities in a long-term sales cycle
- Develop an understanding of the automotive industry, the needs of our clients, and the extensive ActivEngage product offering
- Work closely with sales team members to find potential new clients and create a superior strategy
- Maintain strategic relationships with vendors and key business partners
- Create and deliver sales presentations that communicate the message and benefits of the ActivEngage product line
- Negotiate contractual agreements with new clients

### Required Skills

- **4+** years experience in the automotive digital space
- **3+** years experience successfully selling to large accounts
- Excellent written and verbal communication skills
- Experience with Microsoft Office, CRM systems, and instant messaging
- BA/BS or equivalent experience

### About ActivEngage

ActivEngage ([www.activengage.com](http://www.activengage.com)) is the most trusted brand in automotive live chat. Our proprietary chat software, real-time business intelligence and fully-managed chat solution inspire conversations that create powerful first impressions and lasting relationships between the website shopper and the dealership. Each solution was created to meet the specific needs of our dealership customers. ActivEngage is #121 on the Inc. 500 list of fastest growing American companies, ranked #20 on the Tech 200 national list, and received the first ever Inc. Hire Power Award for the creation of American jobs.

[www.activengage.com](http://www.activengage.com)

**(800) 441 - 7779**

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