

Position Overview

This is an incredible opportunity for an energetic and professional individual with a solid technology background and sales-oriented experience. If you're looking to capitalize on a growing marketplace and work for a continually growing company, the opportunity is limitless!

The Inside Sales Executive is responsible for qualifying new opportunities, scheduling appointments with key decision makers, and delivering compelling presentations and demos. The ideal candidate is a proven, self-motivated "hunter" with strong business development skills, tactful relationship management abilities, and superior presentation skills. This position requires a solution sales approach bridging technical and digital marketing expertise. This position requires deft experience with digital and interactive sales.

Responsibilities

- Understand, master and be able to succinctly articulate the Bulbstorm story to all prospects and customers when given the opportunity
- Understand all Bulbstorm solutions and business benefits
- Conduct strategic business conversations with prospects to understand their needs and articulate how Bulbstorm can address those needs
- Meet prospecting activity and pipeline goals using InsideView, Jigsaw, LinkedIn, etc.
- Manage all business activity / reports in Salesforce.com

Qualifications and Skills

- 3+ years of Sales oriented background required
 - Highly desirable that the individual has directly sold complex technology and/or marketing solutions into the Enterprise-class customer segment
- Social Media technology background highly desired
 - Proficient sales skills covering social media concepts & technologies and an understanding of how these can provide business value in the marketplace
- Solid productivity software skills required
 - Microsoft Office: Outlook, Word, Excel, Visio & PowerPoint.
 - Experience with CRM, such as Salesforce.com
 - LinkedIn, Jigsaw
- Excellent verbal, written and presentation skills
- BA/BS preferred

Compensation

- Competitive Base Salary
- Commissions and/or bonuses tied to specific sales and achievement of sales quota
- No cap
- Stock options
- Health, dental, vision and 401(k)

To apply, please submit cover letter and resume
[**careers@bulbstorm.com**](mailto:careers@bulbstorm.com)

About Us

Bulbstorm technology and expertise power innovation on social networking sites such as Facebook and in custom communities built upon the patent-pending technologies fueling Bulbstorm.com's growth. Founded in 2007, Bulbstorm is now one of the fastest growing social media solution providers in the world. Bulbstorm's headquarters are in Phoenix, Arizona, with offices in New York, Los Angeles and Milan. Our customers include top brands such as Intel, Halls, NBC Sports, and WWE as well as numerous world-class agencies. In 2009, Facebook recognized Bulbstorm's approach as a model case study for brand engagement on Facebook fan pages.