**Director of Mid Market Accounts**

**How Indeed works.**

Indeed works when talented, passionate people come together to get a job done.

Come help Indeed work. We are looking to grow our teams with people who share our energy and enthusiasm for creating the best experience for job seekers.

**How Sales Works.**

Our Sales force helps transform the hiring process by providing companies an easy and effective way to find the right fit for every hire. We support our sales team with Dale Carnegie Leadership Award-winning training from day one. Every month, over 200 million people count on us to help them find jobs, publish their resumes, process their job applications, and connect them to qualified candidates for their job openings. Simply put, we empower hiring companies who help people get jobs around the globe.

**How a Director of Mid-Market Accounts works.**

Indeed is looking for a strategic Director of Mid-Market Accounts to educate clients to drive expansion for the company. We are looking for candidates who have 7+ years experience and who have experience managing new business efforts in inside and outside sales support capacities. A strong candidate will have excellent communication and leadership skills, and a desire to be a part of the fastest growing internet company in the recruitment space.

**Responsibilities**

* Manage and develop a team of Account Executives
* Direct the marketing of pay-per-click advertising (PPC) services to large Enterprise-level organisations supporting sales made from Ireland
* Ensure delivery of monthly, quarterly and annual goals and manage a weekly revenue forecast
* Rollout business rules, practices and policies to specific territories
* Hire, train and manage the performance of Account Executives

**Requirements**

* 7+ years of relevant experience
* 4+ years management experience
* Excellent communication skills - both verbal and written
* Understanding of interactive media, including pay-per-click (PPC) products
* Tenure within the online recruitment industry is ideal
* Familiarity with performance-based advertising products, including PPC recruitment advertising