

Title: Director of Sales
Supervisor: Chief Growth Officer (Doorman)
Supervises: Sales team
Updated: 2 Dec 2013

Summary

Little Bird seeks an experienced enterprise sales hunter and leader to grow our customers, revenue and team to new levels. We're looking for someone with outstanding abilities to connect customer needs to our solutions who can shape new tools, techniques and teammates to make us irresistible.

Little Bird enables businesses to increase the efficiency and results of their marketing, sales and intelligence efforts using our unique SaaS applications and supporting services. We transform data from the social web into actionable information and engagement that drives future business for our customers.

Little Bird is a vibrant, early-stage startup with established traction and a rich future. We have compelling offerings, wide markets, high-quality inbound leads, increasing recurring revenue, customers from the Fortune 50 to SMB, leadership with global stature, proven fundraising success and a smart, productive team.

Essential Responsibilities

- Help create and grow market interest and demand.
- Conduct enterprise sales engagements from qualification to booking.
- Develop, establish and execute best sales practices, processes, goals, metrics and systems.
- Recruit sales talent.
- Lead, inspire, and coach a growing sales team.
- Collaborate with leadership to refine and evolve marketing, offerings, pricing, and strategy.

Qualifications

Required

- Demonstrable enterprise sales success in the field.
- Substantial sales leadership experience.
- Fantastic communication skills, in person, in writing and beyond.
- High intelligence.
- A strong work ethic and consistent follow-through.
- An ability to convert challenges into opportunities.

- A willingness to adapt based on input from colleagues and changing circumstances.
- Shared culture and values with the Little Bird team.
- Full-time work availability.

Desired

- Deep understanding of and personal experience in the value of social engagement online.
- Sales experience in the social business, advertising, journalism, marketing, or public relations sectors.

Location

- Portland, Oregon location preferred.
- Modest relocation allowance for the right candidate.
- Other locations considered for the right candidate, but regular work in Portland required.

Travel

- Availability to travel as necessary to support growing national and international sales.

Compensation

- Base salary
- Commission
- Equity

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