

## **Sales Executive**

Blaze Mobile is a leading developer of a mobile wallet for iPhone, Java, Brew, and symbian technology. The Blaze Mobile Wallet is unique in that it includes NFC payments, mobile banking, reward cards, ticketing, search/directions, and coupons.

### **Duties & Responsibilities**

As a member of our team, you will be responsible for working with retail merchants to generate innovate deals, advertisements, and coupons for the Blaze Mobile Wallet.

### **Major responsibilities include**

- Identify merchants and develop innovate deals and/or incorporate advertisements/coupons for the blaze mobile wallet.
- Achieve revenue goals
- Lead negotiation of contract terms and conditions
- Work with legal to complete contracts
- Provide follow-on account support to ensure successful partnership growth
- Work with creative services department to ensure deals, ads and coupons match requirements
- Analyze business metrics, monitor campaign and program effectiveness
- Provide support to merchants for accessing electronic reports during and after campaigns.

### **Work experience and requirements:**

- Prior experience in a similar role in sales and mobile advertising space for at least 2 years.
- Successful track record in cold calling, negotiations, selling, and driving revenue per a quota.
- Self-Motivated
- Knowledge of mobile applications is desired
- Established business relationships with merchants is desired
- Ability to thrive in a dynamic, fast paced, startup environment.
- Strong written and oral communication skills, analytical skills, leadership and team skills.
- Excellent organizational, communication, and interpersonal skills.
- Education: A college degree is desired

### **Compensation/Benefits:**

Completive compensation/Commission

### **Location:**

You can work from anywhere, but primarily looking for sales associates to set up deals in San Francisco, CA; Palo Alto, CA; San Jose, CA; Atlanta, GA; Chicago, IL; Miami, FL; New Jersey; New York, NY; Philadelphia, Pennsylvania; Dallas, TX; Seattle, WA; Virginia

Email your resume to : [jobs@blazemobile.com](mailto:jobs@blazemobile.com)