

Company description

Founded in 2006, Viewpoints Network is a privately held social technology and media company that helps leading retailers and brands drive sales, achieve actionable customer insights and increase customer advocacy. The company operates two businesses: The Viewpoints Technology Platform, a hosted technology service, and Viewpoints.com a leading user reviews and advice website. Viewpoints Network customers include Sears Holdings Corporation, Procter & Gamble, Moen, Kraft, Kenmore, and Craftsman.

Job Summary

The Viewpoints Technology Platform is sold as a Software as a Service (SaaS) solution, complemented by professional services. We are looking for an entry-level Business Development professional to help introduce the Viewpoints Technology Platform to retailers and manufacturers. This person will be responsible for identifying and qualifying new prospects and will work with senior Business Development staff to negotiate and close business. The position will be based in our headquarters in Chicago, IL. This is an excellent opportunity for someone starting their business development career; it will provide exposure and experience in all aspects of selling software solutions in a B2B technology environment.

Job responsibilities

- Prospecting and cold calling decision makers in companies to gain new business
- Maintaining business relationships with clients
- Working with Viewpoints' senior Business Development and Management team to negotiate sales contracts
- Meeting established objectives and goals to exceed and increase sales
- Tracking activity in Salesforce.com, our CRM tool
- Mostly selling in an inside sales role capacity with limited travel to clients

Job qualifications

You have an interest and passion for social media and believe that the way companies interact with their customers is fundamentally changing. You regularly use social media websites and applications such as Facebook, LinkedIn, Twitter, del.icio.us, digg, etc. You enjoy the environment and excitement of a start-up, the security of a well-funded organization with an experienced management team, and want to be part of a company with a mission and ethics you can believe in. Specifically, for this position, you will need:

- Bachelor's degree
- 1-3 years of prior sales experience
- Proven negotiation skills
- Ability to understand and articulate deep knowledge of technology, product offering, competitors and industry related news
- Excellent communication skills with "hunter" like mentality
- You are very comfortable working with a team of committed, results oriented "A players" who work hard and have fun doing it. We are a team of doers. Everyone at every level rolls up their sleeves and contributes. You want to be a part of this.

Salary and benefits

This is a full time position; base + commission will be paid commensurate with experience. In addition, we offer a benefits package including Health and Dental insurance, 401k, vacation plan, and bonus.

Contact information

To apply, please send compelling cover letter and resume to Kim Smith Dolehide at: [kim\[at\]viewpoints.com](mailto:kim[at]viewpoints.com)