



*Analytics. Technology. Strategy.*

## SALES EXECUTIVE

FULCRUM, a rapidly growing, profitable database marketing agency seeks an experienced sales executive. The ideal candidate will have a proven track record of selling database marketing services and solutions to Fortune 500 companies. For the right sales professional, this will be a rewarding job both financially and professionally, as the company's services are in high demand, our clients realize substantial returns from our work, and the team you'll be working with is the best in the industry.

### Requirements:

- You must have proven success at selling database marketing solutions to Fortune 500 companies with deal sizes ranging from \$100,000 projects to million-dollar annual contracts.
- You must have an effective and disciplined sales process, with the ability to cultivate relationships at all levels of maturity.
- Excellent writing and presentation skills are a must. You need to be able to translate what are sometimes complex concepts into a message that buyers can understand.
- You should be creative in designing solutions that meet our client's challenges. Our biggest wins come from painting and delivering a vision that no one else can execute.

Compensation: Base salary plus commission. Standard benefits include health and dental insurance and 401(k) plan.

Fulcrum's success has come from hiring and developing the best talent in the industry. We are a growing and thriving business that offers a place for database-marketing professionals to do innovative, often groundbreaking, work for global companies. We look for talented people, who are passionate about their work, have strong professional skills, and who demonstrate high levels of integrity and leadership

Please forward your resume with salary requirements to [jpowell@fulcrm.com](mailto:jpowell@fulcrm.com). No third-party candidates or resumes, please! All candidates must be authorized to work in the US.

Fulcrum provides equal opportunities to all qualified professionals.