



Digital Marketing Manager - Sales

Company Profile

365force Inc. offers cloud strategy consulting, integration, migration, CRM, security, digital and managed services. Partnering with market leaders in technology, 365force combines local and vertical industry expertise in providing holistic solutions to drive business growth. Headquartered in New York, United States, 365force has offices in London, United Kingdom, India, Singapore and Hong Kong.

365force provides an opportunity for self-motivated individuals to develop as entrepreneurs, providing them with the resources, support and training necessary to set them up for success. We provide an environment where personal growth is fostered at one's own pace, in harmony with each individual's work-life priorities.

Job Description

We are looking to add a long-term member to our team of specialists in SEO, PPC, Analytics, CRO, Facebook, Content Marketing, Design and Development.

Key Responsibilities:

- Effectively communicate our value proposition to prospects
- Manage and execute sales cycle via web, conference calling and face to face meetings
- Qualify opportunities and develop a strong pipeline
- Forecast and manage sales activity utilizing Microsoft Dynamics 365
- Work with and manage to a monthly, quarterly and yearly quota
- Liaise with implementation team to manage seamless client transition
- Provide customer and prospect feedback to marketing teams

Professional Skills / Abilities:

- Substantial experience in selling Marketing Services (SEO, PPC, Marketing Automation, Analytics, CRO, Social Media, Design & Development)
- Comfortable with educating leads through the sales process – this always helps build trust and is largely how we close business
- Strong understanding of Google Analytics and industry terms such as SEO, CRO, Organic, ROI, KPIs, Bounce Rates, Content Performance, Conversions, Conversion Metrics, Event Tracking and more
- Proven success in developing new business and managing complex sales cycles in competitive environments – from generating leads to closing deals
- Effective sales techniques demonstrated by a successful track record of exceeding targets
- A sound understanding of the US / UK online marketing sector would be a distinct advantage
- Strong skills in MS Office Suite plus CRM experience, ideally Microsoft Dynamics 365



Personal Qualities:

- Excellent, all round communication skills - written, verbal, presentational
- Confident negotiator who closes deals by listening, understanding and responding to client requirements
- Client focused - warm, persuasive and persistent high-achiever
- Skilled at prioritizing competing demands and tasks
- Collaborative and constructive approach to working with others, internally and externally
- Highly motivated and result oriented
- Strong personal and work ethics
- Cognizant of, and invested in, holistic mind / body wellness

Compensation will be discussed upon interest.

Join the virtual global team that gives you the flexibility to live and work anywhere in the world while delivering leading edge technology to clients worldwide.