

# Job Description



**Job Title: Account Manager/Director**

**Location: New York, Boston, Atlanta**

## Overview

Mobilewalla is a global, fast-growing consumer data and technology company, headquartered in Atlanta, GA. Mobilewalla is looking for an Account Manager/Director with a track record of success selling to mid-market and enterprise customers, to build our data-as-a-service (DaaS) business.

The Account Manager/Director must have strong experience developing a robust pipeline, from prospecting and qualification through to closing new business. This role should be comfortable working with multiple stakeholders during the sales cycle and running a well-defined sales process from lead qualification to close. The Account Manager/Director will partner with the broader Mobilewalla team, working with an SE to connect client's business challenges to Mobilewalla solutions, bringing in professional services to implement the product and working with customer success to ensure adoption and value with Mobilewalla products. This role needs to build strong relationships with customers, establish credibility and trust during the sales cycle and most importantly, drive deals in territory and deliver on revenue goals.

## Key Responsibilities

- Build your DaaS pipeline and close new logos
- Keep pipeline and opportunities up to date in Salesforce, forecast accurately and meet monthly, quarterly and yearly quotas
- Listen to customers, qualify the right opportunity and connect business challenges to scalable solutions
- Build trust and credibility during the sales cycle
- Respond to RFI's/RFP's
- Become knowledgeable on Mobilewalla solutions and value proposition

## Experience and Qualifications

- Proven hunter and enterprise seller who has consistently overachieved quota
- Experience selling complex DaaS/SaaS/Analytics solutions to marketers, chief data officers and chief analytics officers.
- 5+ years of consultative selling experience
- Ability to understand mobile device and geo-behavior data use cases – linking Mobilewalla raw data with customer data and enriching the customer information
- Familiarity with MAIDS, MAID-IP Address linkage, MAID-Device type linkage and MAID-Telecom Carrier linkage



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- Ability to forge and maintain good business relationships
- Ability to work successfully in a team environment
- Excellent verbal and written communication and presentation skills
- Ability to travel for customer meetings as needed
- BA/BS degree required

## Company Overview

Mobilewalla is a global leader in consumer intelligence solutions, leveraging the industry's most robust consumer data set and deep artificial intelligence expertise to better understand what drives the customer journey. Our proprietary solutions provide businesses with rich insights into consumer behavior helping them to more effectively attract and retain their most desired customers. We are a high growth stage company committed to driving innovation and being a market leader. Mobilewalla is also committed to attracting, retaining, and cultivating the next generation of technology talent. We are a truly global company with a diverse group of employees and a culture of collaboration and mutual respect. Mobilewalla was recently listed as #15 on Comparably's top 50 list of Best Company Culture for Small/Mid-Size companies.