



## Account Executive

### **About Apptimize:**

Apptimize is a skyrocketing Silicon Valley tech startup that's revolutionizing the mobile analytics world by providing a solution to customize and improve mobile apps live, with zero coding and no re-deployment.

We provide an end-to-end solution for mobile product managers and app owners to edit any element of an app and evaluate its effectiveness through scientific A/B testing. This approach can dramatically improve the bottom line through better user acquisition ("Should I allow my users to log in with Facebook?"), pricing ("How should I price the premium version of my app? Where should I place the freemium pay wall?"), engagement ("Is my new app layout engaging or distracting?") and virality ("Which copy version will maximize my Facebook share rate?").

We are a young, ambitious company that's positioned to win. In the fall of 2013, we raised a record-setting \$2.1M seed round through YCombinator and our backers include Google Ventures, Merus Capital and other elite investors. Our team of 10, considered "one of the best teams of this size in the Valley," comprises "10x" engineers with top-tier professional and academic accomplishments, as well as a business unit with leadership experience in technology, finance and consulting.

From a sales perspective, we've had an outstanding 2014. After launching in February, we have quickly established ourselves as the industry leader, winning lighthouse customers in every major vertical (e-commerce, travel, fitness, banking, news/entertainment, utility), including top 10 global apps. We have also achieved a booming growth, doubling our revenue every month.

### **The Job:**

We are looking for an experienced Account Executive to play a crucial part in fueling our growth, by evangelizing our solution and turning opportunities into new business. This isn't your average sales job and you're not the average sales person: as an early member of the sales team, you'll be playing an exciting role that goes above and beyond your quota and carries huge growth potential. You will be exploring new markets and verticals; through your deep understanding of customer needs, you will highlight opportunities that we can pursue as a company; your success will help us inform our outbound sales strategy and keep us growing at a crazy rate.

**Requirements:**

- 3-6 years of outstanding track record in a B2B SaaS quota-carrying Sales role. Experience in the mobile industry is a major plus
- Innate drive to be successful. As an early-stage startup, we need you to take initiative, tackle new obstacles and solve problems we haven't encountered before. Each problem you solve will leave a mark, shaping the future of our sales process
- Technical expertise to be able to showcase our solution, explaining its business benefits while tackling technical questions that arise - our product is used by both business people and developers, so we need to be able to communicate with both and show them how to use it
- Great communication and interpersonal skills. You will need to independently communicate with clients, understand their needs and drive together towards a solution. You will have to be comfortable communicating with clients of varying seniority (analyst to director-level) and background (technology, business)
- Team Spirit. You'll be working in a fun but very intense environment, partnering up with extremely geeky people who have low egos and high energy
- A competitive nature in some field. Whether you're a sports champ, former frat president, or a serial quota-crusher people know you never give up until you win

**To apply:**

Email [jobs@apptimize.com](mailto:jobs@apptimize.com) with your resume and cover letter.