

Regional Sales Director

Reply to: Careers@Whysdom.com

About WHYSDOM

WHYSDOM is leading innovation in the sciences of consumer location science, behavior science, social listening, insight discovery, and technology that powers critical business, marketing, and advertising decisions for large brands, cities, universities, and other markets. An industry pioneer, WHYSDOM has introduced new models combining all four sciences as a single platform with AI for fueling better decisions.

With WHYSDOM, companies uncover opportunities within the consumer journey by discovering, researching, and connecting with precision focused audiences measuring real-world ROI and applying insights that drive business decisions impacting market share, digital marketing, advertising, product development, employee recruitment, and PR.

The Role:

WHYSDOM is seeking a talented, motivated Regional Sales Director. This is a quota carrying position and you will call on large brands and agencies selling our suite of location, behavior, and social sciences derived solutions and media campaign services. You will focus on building in-roads directly with brands and with agency analytics teams. You will be tasked with expanding & evangelizing our products while educating senior marketers on the value of our offerings.

Qualifications

- Bachelor's Degree
- 10+ years in strategic partnerships and/or business development
- Experience working directly with, and selling into brands

- Previous sales experience at a location advertising or data company
- Experience managing strategic partnerships
- Excellent listener with proven ability to translate client needs into product solutions
- Existing client/agency relationships within the territory a plus
- Location audience and/or ad tech sales experience a plus

Perks

- Competitive compensation, and no-cap commission policy
- Comprehensive benefits to include for all full-time employees (Medical, Dental, Vision)
- Company matched 401(k) Plan
- Opportunity to work for one of leading innovative mobile startups in the US
- Supportive, fun, and talented co-workers and management
- AND MORE!