

Account Executive – Breadcrumb PRO

Ready to lead the charge from the front lines of the world's largest local commerce company? We're looking for high energy, iGeneration, change the world types to join our team as account executives for Breadcrumb Pro — the flagship product in Groupon's Merchant OS business unit.

At Merchant OS, we're building the technologies to connect local merchants and consumers through simple, playful, and yet powerful, enterprise grade apps that will evolve the experience of living life locally in ways that no other company can.

Supported by Groupon's billion dollar balance sheet and unmatched experience in connecting local consumers and merchants, Breadcrumb's affordable and powerful iPad-based Point-Of-Sale has already begun redefining the world of food and beverage merchant technology, while our in-house payment processing service, Breadcrumb Payments, offers merchants a simple, reliable, transparent, and super low priced option to handle customer payments.

As a Breadcrumb Account Exec, you'll join a high octane sales machine where you can thrive and build the foundation for a career in sales, general management, or product development, wherever your passion may lie. Whether you're already a top gun sales superstar looking for your next challenge or you are a hands on business athlete with service industry experience that's ready to take the next step (or the first one!) in your career, Breadcrumb has what you're looking for.

Responsibilities:

1. Manage the entire sales process (Prospecting, Qualifying, Positioning, Closing, and supporting merchant activations)
2. Build and manage your own book of business through outbound phone and live prospecting and through managing your inbound leads
3. Identify clients' needs and cultivate effective sales strategies and proposals
4. Serve as a subject matter expert on our products and services, both where we are and where we're heading, and clearly articulating our competitive advantages
5. Deliver on-going results by building long-term, profitable partnerships with merchants
6. Help us constantly evolve our offering and deliver the highest value to our merchant partners by performing analysis of competitive quotes and calculating hardware estimates

Qualifications:

1. 1-3 years experience in phone-based and live sales and in executing other creative strategies to generate a consistent pipeline of qualified prospects.
2. A track record of high performance sales results with demonstrable skills as a closer
3. Comfortable with prospecting and cold calling, closing sales over the phone
4. Ability to engage clients as you build relationships quickly and effectively
5. Organized, independent, resourceful and diligent in maintaining customer data
6. A high degree of professionalism, poise, and maturity
7. Ability to multi-task, handle pressure, and be flexible in a start-up environment
8. Advanced presentation and written/oral communication skills
9. Solid MS Office software skills including proficiency with MS Word, Power Point & Excel
10. Salesforce.com or comparable CRM software proficiency
4 year college degree (BA/BS/BE)
11. Experience selling to hospitality/restaurants/local merchants and/or SaaS based products a plus but not required

Who We Are, How We Work:

We provide a global marketplace where people can buy just about anything, anywhere, anytime. We're enabling real-time commerce across an expanding range of categories including local businesses, travel destinations, consumer products, and live or lively events. At the same time, we are providing advertising options and tools that merchants can use to grow and manage their businesses. Culturally, we believe that great people make great companies and that starting with the customer and working backward moves us forward. Community matters to us on an internal, local and global scale—it's fundamental to our company's growth and to the well-being of the world at large. We also value self-awareness, candor, lunch and WiFi. If we match with you, please apply to join us.

Groupon is an [Equal Opportunity Employer](#)

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