



## Account Executive

### Marqii:

Marqii is on a mission to empower hospitality businesses of all sizes to be found online through easy-to-use listings, menu, & review management.

We're a SaaS platform designed to help hospitality brands control their location data and menu content, and track and manage their reviews with our direct partnerships with 80+ online listing platforms including Google, Yelp, Apple Maps, and Facebook. By increasing the availability of consistent and accurate information across the Internet, Marqii helps businesses move closer to the top of "\_\_\_ near me" search results.

A fast growing early stage startup, Marqii currently serves more than 12,000 restaurant and hospitality business locations across the US. Learn more about us, our team, and our values at [marqii.com](http://marqii.com).

Marqii is looking for an Account Executive who will be responsible for generating new business opportunities to fuel sales growth, setting up and pitching demos as part of Marqii's sales team. It is an essential role at our phase of a fast-growing start-up. Ideal candidates are creative and passionate team players who can handle the challenges of cold calling and objections with grit and enthusiasm. You will need to be flexible, learn from mistakes, and adapt quickly. At Marqii, we care about the development of our employees and this position will give guidance to someone looking to advance their career in sales. There will be opportunities to grow and we'll provide the mentorship to take your professional career to a new level. This role is based in NYC, with 3 days/week in our office in North Chelsea.

### What You'll Do:

- Prospect, qualify and develop opportunities from lead-generation activities, such as outbound cold-calling, emailing, and word of mouth
- Engage with prospects via phone, email, and social selling tools to share the Marqii vision, identify opportunities, and generate interest
- Think of new strategies that will benefit the sales team
- Take the initiative to immerse yourself in our processes and be willing to provide feedback and suggest new ideas that will improve the business
- Treat your prospects and your colleagues with respect

### Who You Are:

- Someone with a strong work ethic that others would look to replicate
- Willing to learn and be coached
- Able to work with others and be a constructive team member
- Strongly able to listen and clearly communicate and persuade through written and verbal communication
- Able to deal with rejection and not let it affect you. Sales can be rewarding, but it takes a lot of determination to reach satisfaction
- Excited to be successful and develop a career

Ideal Requirements:

- College degree or previous sales experience
- Proficient with using a computer

**What We Offer:**

Base Salary: \$60-65k (depending on experience) + commission

Health/vision/dental Insurance

401K

Hybrid Role, 3 days/week in NYC office

Unlimited PTO

Monthly remote team events; yearly in-person events

To apply, please send your resume to [people@marqii.com](mailto:people@marqii.com), with the subject line "Account Executive - <Your Name> - <breakfast tacos or bagels (whichever your vote is for most perfect breakfast item)>"