



SALES EXECUTIVE | New York City, New York

The Position

The New York area Account Executive will play a key role in revenue generation in the local market by securing business primarily across the real estate, development, and architecture industries. In this role, you will use your local industry connections and knowledge of the real estate market to drive business growth. We have expanded recently to include digital marketing services and are now helping clients in a wide array of other sectors too! You understand the business case and the impact branding, visualization, and digital marketing can have on the bottom line. Neoscape is a dynamic, collaborative studio; the ideal fit would be a candidate who is ambitious and keen to have a genuine influence on shaping the business's future in the nation's capital. This effort will also involve close collaboration with the wider sales, business development, marketing, and production teams to extend the Neoscape brand to an expanded client base in New York.

Responsibilities

- Pitch for and win new business deals by coordinating scope requirements, developing and negotiating contracts, and integrating contract requirements with business operations
- Identify business opportunities by networking and relationship building in the target market
- Maintain current knowledge of market conditions and area new development plans
- Effectively manage sales pipeline and develop a strategy for long-term sustained success
- Ability to segment the client base and understand the decision drivers of each constituent group
- Work with the marketing team on new business outreach campaigns
- Collaborate with the digital team on client targeting
- Educate prospects on the benefits of Neoscape's services over the phone and in writing, including providing relevant product literature and outreach packets
- Engage in local business community events as well as industry and professional associations to make contacts and extend business reach
- Effectively communicate the benefits of Neoscape and the business case economics versus competitors
- Understand effective sales and negotiation techniques to advance prospects through the sales funnel
- Record relevant company and contact information obtained in communication with all leads and customers into Sharpspring.com
- Prepare, manage and report to the wider sales team weekly

Experience & Requirements

- BS/BA, preferably in marketing or business administration (or equivalent)
- 5-10 years of sales experience
- Excellent verbal and written communications skills; ability to articulate clearly and effectively
- Proficiency in MS Office and Sharpspring.com
- Acumen for understanding the real estate market
- Organized and adept at multi-tasking
- Experience prospecting and presenting to senior-level decision-makers

- Proven track record of achieving measurable goals
- Strong social media skills
- Ability to travel regularly within defined region, occasional travel to Boston
- Proven track record of sustained success in negotiating and closing deals

About Neoscape

Since 1995, Neoscape has helped people explore new spaces, new structures, new environments, new experiences – new worlds. Whether it's crafting incredible 3D visualizations, designing unique brand identities, innovating new technologies, apps and marketing experiences, or artfully applying long-range strategy, we bring new dimension to the way brands get built. We are dreamers, experimenters, pioneers and world builders—with unstoppable creativity and a knack for bringing unexpected solutions to life.

Compensation

We offer a competitive compensation and benefits package including a 401K with the potential for profit sharing contributions, health insurance plans with 70% employer-paid premium, and a partial transit reimbursement. The Business Development Manager | San Francisco will earn a competitive base salary plus commission.

To Apply

Please email your résumé and a cover letter to Bryan.Holmes@neoscape.com. Must be eligible to work in the US.