

## Clear Demand Company Overview

Clear Demand is the first company to deliver an omni-channel lifecycle pricing solution for retailers that synchronizes prices, promotions and markdowns online and in-store to produce a consistent brand and shopping experience. Clear Demand uses its patented science that analyzes historical sales to understand shoppers' sensitivity to price and generate price and promotion strategies that account for pricing rules, cost changes and competitor prices to achieve profit and revenue goals. Architected on big data and delivered as a software-as-a-service (SaaS), Clear Demand's Intelligent Price Maintenance and Optimization (IPMO) solution can be administered from a public or private cloud. Clear Demand's innovations in retail science simplify adoption and use, while allowing retailers to see value in just weeks with more transparency and minimal disruption to existing business.

Clear Demand offers a competitive salary with stock options and a benefits package, including medical, dental, 401k.

## Job Description – VP Sales

Clear Demand has an immediate opening for VP Sales located in Scottsdale, Arizona. This is a permanent position with tremendous potential for growth. The successful candidate will possess exceptional talents in selling enterprise solutions to retailers. The candidate must know the retail industry and have current experience with pricing, online, and merchandizing organizations. You will be required to multi-task and deliver results in a fast-paced environment. Strong collaboration and customer relationship skills are a must.

The VP of Sales will lead the sales process by qualifying leads, coordinating product overviews, demos, and deal closing. You will identify points of differentiation that support industry wins. This position regularly interacts with executive management to ensure customer satisfaction and drive sales strategy.

As VP Sales, you will collaborate with Marketing to develop marketing strategy, lead generation, discovery, lead qualification, and RFP responses. You will leverage Account-Based Marketing (ABM) principles in pursuing strategic accounts. You will collaborate with executive management on contracts, payment terms, and price. You will collaborate with Engineering, Science, and Professional Services to ensure customer requirements are understood during the sales process.

There will be periods of significant travel to customer sites required.

## Activities

- Develop sales and marketing strategies
- Contribute to lead generation activities
- Contribute to discovery sessions
- Qualify leads
- Clearly present Clear Demand solutions and value proposition to client-side buyers
- Understand customer's organization, decision process, and politics
- Provide input to Engineering, Science, and Consulting Services to ensure a smooth transition from sales to implementation
- Work with executive management on contracts and pricing

**Required Skills**

- Excellent people/leadership skills.
- Strong verbal and presentation skills for interaction with sales prospects
- 8 years related experience with software vendors in retail
- Track record of leading successful sales activities with a focus on enterprise applications for retail and E-Commerce
- Knowledge, experience, and proficiency with software development technology.
- Displays superior business acumen and communications skills to work effectively with corporate leadership teams. Adds value to the organization and can liaise effectively between technical and non-technical stakeholders
- Takes initiative to identify and address issues and opportunities, and proactively contributes to the business
- Experience using CRM tools

**Education**

College degree in an engineering or business discipline required.

To apply, please your send resume to [HumanResources@ClearDemand.com](mailto:HumanResources@ClearDemand.com).

To learn more about Clear Demand, visit <http://ClearDemand.com>.