

Clear Demand Company Overview

Clear Demand is the leader in Intelligent Price Management and Optimization (IPMO) for retail. We were the first company to deliver an omni-channel lifecycle pricing solution that synchronizes prices, promotions, and markdowns online and in-store to produce a consistent brand and shopping experience. Clear Demand's innovations in retail pricing include 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 through Software-as-a-Service (SaaS), Clear Demand's Intelligent 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. Learn more at <https://cleardemand.com>.

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

Job Description – Vice President of Sales

At Clear Demand our mission is to be the world's recognized Center of Excellence for Retail Optimization and Machine Learning. Our goal is to drive sustained revenue growth of 25% and maintain 95% renewal rates with existing customers. At Clear Demand, we count on the executive team to solve complex business problems with creativity and passion, always ready to learn something new and adapt. We have an immediate opening for VP Sales. We are seeking an experienced Sales Executive to join us in our mission, with a focus on sales execution, delivery, and partnership. The VP Sales is responsible for nurturing strategic customer relationships and closing new business. The successful candidate will possess exceptional talents in selling and partnership. The candidate must have a deep network in the retail industry and have current experience with pricing, e-commerce, and merchandizing organizations. You will be required to orchestrate all pipeline activities involved in a complex enterprise SaaS sales and onboarding cycle, to ensure predictable, repeatable, and profitable processes are followed and maintained. You must be able to navigate across large retail organizations to identify and influence decision makers resulting in positive outcomes, business growth, and new logos.

Significant travel to required.

Activities

- Collaborate with team to develop strategies and coordinate activities to win competitive deals.
- Build strong long-term customer relationships.
- Work trade shows.
- Participate in webinars.
- Actively prospect for sales leads.
- Build and maintain a quality pipeline.
- Clearly present value proposition.
- Influence decision makers.
- Identify product enhancements that will create competitive advantages in the market.
- Work with CEO on contracts and pricing.
- Nurture references.

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.
- Knowledge, experience, and proficiency with software development technology including requirements for enterprise SaaS solutions.
- 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 send your resume to HumanResources@ClearDemand.com.

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