

Summary:

6 River Systems is searching for a sales executive who has experience delivering results for a fast growing, early stage technology company. You will report directly to the CEO and work alongside a team with a proven track record in this space. You must be able to contribute to the company's unique culture, provide insight in strategy and product direction, be a "trusted advisor" to early customers, and generate a significant bookings and pipeline.

We are a fast growing, early stage technology company. Our fulfillment automation solution has been deployed at multiple sites with active commercial customers. Our pipeline is filled with qualified Global 100 companies as we prepare for full commercial launch in 2017.

Position Overview:

This is an exciting position to lead our growth in the North American market. We've proven our solution in 2016, need to land the first marquee customers in 2017, and experience explosive growth in 2018. We are seeking someone who enjoys the entrepreneurial atmosphere of a small company, but has been through the experience of scaling up an enterprise to significant organization size and revenues. You have experience working in a dynamic environment and experience growing a company from nominal revenues to phenomenal revenues at least once in your career.

Culture:

This is a culture that is all about trust, smarts, and collaboration. We are very non-corporate: jeans, dogs in the office, policy light, and no departmental politics. The team will argue openly over a critical decision and then play some ping pong to shoot the breeze. You will be asked to do a variety of different tasks, so get ready to learn.

Key Activities:

- Maintain a sales pipeline across Retail, Distribution, 3rd Party Logistics, and e-commerce
- Achieve a targeted number of pilot and commercial customers
- Assist in all facets of Customer Lifecycle - sales, solutions, services, support, and account management
- Organize trade shows and marketing events
- Inform and execute an agreed pricing strategy
- Identify and recruit members of the Go-to-Market team including Sales, Solutions, Services, and Support

Position Requirements:

- Recent and significant (5+ years) experience closing traditional and "X as a Service" deals between \$250K - \$2M involving hardware, software, and professional services to CEO, COO, EVP, SVP level executives at the following types of companies: e-commerce, Retail, Distribution, and 3rd Party Logistics companies. Rolodex is important, but not the most important requirement. We value the right attitude and sales experience.
- Ability to ask the customer the right questions and listen to what the customer needs. Afterwards, partner with solutions designers to generate a high quality proposal meeting their needs.
- Collaborates well with product management, engineering, and marketing.
- Qualify in/out and growing accounts. The company has demand from dozens of many significant, well-known companies. Need someone who is good at navigating and growing these accounts. It is less about knowing where to find prospects and more about identifying the right ones, getting the initial close, and growing the install base.
- Wear multiple hats. Initially, this will be an individual contributor position, and we are looking for someone to be very hands-on, roll up their sleeves (literally) and do whatever it takes to build revenues and product.
- Four year college degree.

Compensation:

We do not have a defined salary range for this role. The total compensation will be made up of industry-standard salary, bonus, and a significant equity position. A variable component based on sales and marketing metrics will also be added, and is based on experience. We offer excellent benefits, work culture, and limitless career growth opportunities.

Location:

Position will be based at our headquarters in Waltham, Mass.

Travel:

Job will require 40-60% travel. Frequent visits to prospect sites and existing customer sites throughout the region.