



Company Overview

Audience Town is changing the way the real-estate industry analyzes, understands and engages with its customers. We predict that 30 million people are going to move this year and use that to power our analytics platform. Builders and multi-family operators use our platform to sell homes faster by understanding their client base and knowing which leads to focus on.

Account Executive

As an Account Executive at Audience Town, you will play a crucial role in driving our growth by selling our innovative audience analytics platform to single-family construction developers and multi-family organizations. You will be responsible for building and maintaining strong client relationships, understanding their needs, and driving SaaS platform license contracts. Your ability to effectively understand client pain points, sell the value proposition and close deals will be key to your success.

Responsibilities

Sales and Business Development:

- **Identification and Targeting:** Identify and target potential clients within the single-family new construction and multi-family sectors, establish connections, and nurture relationships to generate new business opportunities
- **Consultative Selling:** Understand the unique challenges and goals of clients, conduct needs assessments, and propose customized marketing solutions that align with their objectives
- **Product Knowledge:** Stay up-to-date with Audience Town's suite of products and services, and effectively communicate their value to potential clients
- **Sales Pipeline Management:** Manage and maintain a robust sales pipeline by tracking leads, opportunities, and sales activities using CRM tools
- **Collaboration:** Collaborate with cross-functional teams, including marketing and customer success, to ensure seamless onboarding and delivery of services to clients
- **Market Research:** Stay informed about industry trends, competitor activities, and market dynamics to provide insights and recommendations to clients
- **Achieve Sales Targets:** Consistently meet and exceed monthly and quarterly sales targets to contribute to the company's growth

Why Audience Town

- **Fully Remote:** Enjoy the flexibility of working from anywhere while contributing to the growth of an exciting startup.
- **Competitive Compensation:** We offer a competitive base salary and an uncapped commission structure.
- **Growth Opportunities:** Join a company that is growing rapidly and be part of a team that values professional development.
- **Innovative Solutions:** Sell cutting-edge marketing solutions that make a real impact in the real estate industry.
- **Collaborative Culture:** Work with a diverse and passionate team that values collaboration and creativity.

If you are a driven and ambitious individual with a passion for sales and a desire to make a significant impact in the real estate industry, we encourage you to apply for the Account Executive position at Audience Town. Help us shape the future of real estate marketing!