

Stik – Detroit Start-Up seeks Account Executive

## **Job Description**

The Account Executive helps attract valued clients to grow their business and reach their goals with Stik. As part of an inside sales team, you will not be expected to knock on doors or travel.

You will be part of an exciting team in a fun, creative, fast-paced environment.

## **Responsibilities**

- Place heavy, daily inbound and outbound call volume to sell product solutions
- Work with customers to identify needs and deliver product solutions
- Learn the internal software of Stik (Salesforce, Five9, custom admins)
- Participate in regular training on products, services and clients
- Meet with senior leadership to pinpoint areas of improvement
- Assist clients with any issues that may arise

## **Requirements**

- Education: Bachelor's Degree or equivalent
- 3 – 5 years experience in customer service, sales, project management, or related areas
- Passion for helping local businesses grow
- Ability to learn new systems, methods and techniques
- Ability to perform at a fast pace with attention to detail and accuracy
- Demonstrated history of achievement and self-motivation
- Ability to interact effectively with individuals at all levels of the organization
- Strong sense of urgency
- Strong communication skills

## **About Stik**

### *Relationships Drive Business*

Stik is a comprehensive reviews-based marketing company that helps businesses grow.

Our unique marketing technology combines the words of happy past clients with intelligent social targeting to put the right message about your business in front of the right people at the right time.

Our patent pending reviews-as-advertising solution is the most exciting innovation in online advertising since retargeting.

The company was co-founded by Jay Gierak and Nathan Labenz in 2010, and is located in downtown Detroit. Stik is backed by Detroit Venture Partners (Dan Gilbert), North Coast Technology Ventures, Draper Associates, First Step Fund and others.

For more information, please visit [www.stik.com](http://www.stik.com).

*Stik is an equal opportunity employer, committed to attracting and retaining a talented and diverse workforce. All qualified applicants receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age or veteran status.*