



About Marketfish

Marketfish is a privately funded Seattle startup poised to disrupt the existing \$4.5B list marketing industry with a cutting edge software-as-a-service platform. With nearly every marketing agency in Seattle as our client, Marketfish is poised for quick, explosive growth. Come join our team of experienced marketers, entrepreneurs and technologists.

Marketfish is located in the historic Florence Building, right next to the Smith Tower in Pioneer Square. Are you interested in launching a career in sales, marketing or advertising? Do you have a passion for technology-based startup opportunities? Would you enjoy the challenge of working with publishers to help them leverage their readership for revenue growth? If so, Marketfish may be the place for you. [In other words...](#)

Get in touch with your inner fish.

About the Position

The List Hunter has a discerning sense of targeting only the most qualified and best potential business partners that align with trends in marketer demand, and that display the very best practices in building and developing their audience base. Your proven success working with senior-level business executives, cultivated sales techniques to effectively qualify or disqualify potential business partners over the phone, and voracious appetite for closing business well equip you to achieve mission-critical sales goals.

Responsibilities

- Engaging prospects over the phone to uncover “pain points” and positioning Marketfish as a strong SaaS solution
- Articulating Marketfish value propositions to prospects, overcoming objections, and deploying effective closing strategies to win business
- Acquiring high-quality, permissioned marketing lists from reputable third-party list owners
- Expanding knowledge base to further understand competition strengths and weaknesses
- Mining new business development strategies to further enhance the sales pipeline
- Reviewing barriers to sale and proactively seeking solutions to convert business
- Meeting and exceeding weekly and monthly sales targets
- Ensuring accurate legal paperwork and properly completed exhibits
- Delivering exceptional customer service all the time
- Successfully transitioning list relationships to list management team upon contract completion



- Primary client contact via phone / email / web-based presentations with limited in-person sales presentations

Minimum Requirements

- 3-5 years experience in solution-oriented Direct Marketing, Digital, or other media sales
- Experience in selling disruptive technologies or services a plus
- Proficiency in working with web and PC applications, and especially with spreadsheets
- Goal-oriented with strong track record of sales success
- Must be tenacious and passionate about your product / service
- Excellent business communication skills; fluency in English required
- Bachelor's Degree required; concentration in Sales / Marketing / Business preferred
- **Results-oriented Hunters only**

This position is contract-to-hire.

To apply, send resume and cover letter to jjoyce@marketfish.com.