

Business Development Executive

Location: San Francisco

Type: Full-time

Min. Experience: Mid-level sales

Company Overview

Millions of people have used GiftRocket's digital gift cards and thousands of companies, including Nike, Samsung and EA, have offered them as a reward or incentive.

Gift cards have become a fundamental currency of the \$150B+ global rewards and incentives market. With its [Corporate Rewards Platform](#), GiftRocket is helping businesses adopt a modern approach to reward delivery and management. Instead of managing drawers full of plastic gift cards, companies can integrate with our API or upload a spreadsheet to instantly deliver thousands of gift cards.

We're a profitable Y Combinator startup based in San Francisco and we're looking for talented, driven people to join our team.

Role

GiftRocket is looking for an individual sales contributor to help grow our [corporate rewards business](#). We're seeking a candidate who's entrepreneurial and analytical. The position is ideally suited for an account executive with a multi-year track record as a top performer in their company, though we will consider candidates from any background that demonstrates selling ability.

We have a great product in a huge market (\$150B+). We're offering uncapped commission and the opportunity for significant growth in responsibilities.

As GiftRocket's first BD hire, you will have the opportunity to help build the sales process for a profitable business with established product-market fit. Collaborating with GiftRocket's CEO, you will refine the pitch and outreach strategy while managing the sales process from sourcing to closing.

You will be generating leads and developing new business opportunities with a consultative selling approach. You'll provide technical demos, share product expertise and demonstrate the value of GiftRocket's Corporate Rewards Platform.

Important Candidate Qualities

- Tenacious.
- Independent and enthusiastic problem solver.
- Excellent written and oral communication skills.
- Must love helping clients solve their business needs.
- Top 5% performer in prior sales roles.

What's special about this opportunity?

- First sales hire at a profitable startup with established product-market fit.
- Opportunity to build the sales process from the ground up.
- Work directly with founders and management.
- Uncapped compensation structure.
- Working from home one day per week is an option once dependability is established.

Please email us at jobs@giftrocket.com if you believe you're a good fit for this position. We look forward to hearing from you.