



Sales Representative

Job Description

Company Description

DaCast is a leading innovator in the field of live, online video streaming. We deliver an all-in-one solution that enables content producers to register and start streaming audio and video within 20 minutes. In addition to being a very easy to use system, it also offers integrated monetization so content owners can make money by charging on a pay per view, subscription or ad-supported basis. There are no commitments, no upfront fees and no minimum monthly or annual fees. Nor does it require special equipment. All these attributes remove traditional barriers and enable users to start streaming live content over the web and monetizing it very rapidly.

DaCast is headquartered in San Francisco, California with a European office in Paris, France. The management and technical teams have extensive experience in all aspects of online video streaming and video advertising. If you have the sales experience to help build an exciting and successful software company, we want to talk to you. Please visit www.dacast.com or contact us at info@dacast.com for further information.

Job Qualifications & Requirements

- Excellent communication skills, both oral and written, are required.
- Strong track record of cold-calling, lead generation and account management
- Effective in a challenging and constantly changing environment; a high-energy and self-motivated entrepreneurial style and spirit.
- Minimum 2+ years of sales experience with a proven track record of meeting targets.
- Experience selling audio/video streaming technology or technical products, particularly in startup organizations.
- Well organized, with strong account management skills and the ability to prioritize
- Ability to solicit and understand pertinent information from prospects to close deals
- Excellent planning and time management skills to optimize phone usage/time.

Primary Responsibilities

- Develop, maintain and enhance prospect list using a CRM system
- Qualify and prioritize prospects for inclusion into our sales pipeline.
- Execute campaigns to prospective customers and follow-up with phone calls.
- Team with others at DaCast as needed to sell the DaCast offering
- Identify and qualify opportunities, refine prospecting/sales strategy, deliver phone presentations, propose next steps including meetings and webinars – close deals
- Meet assigned quotas for qualifying leads and sales.

Compensation

On-target earnings in the \$60,000 - \$100,000 range comprised of base salary, variable performance targets, and commissions. Other company benefits may include incentive stock option plan.