



DIGITAL +
STRATEGY

Sales Executive

Location: Fully Remote

Type: Full-time

Sales Executive – E-Commerce Marketing Agency

🚀 Are you ready to join our team of young, talented, and brilliant marketers?

We're on the hunt for a Sales Representative who is passionate about e-commerce, digital marketing and eager to grow their career.

At ECD Digital Strategy, we've created a proven system to optimize websites' performance and drive more profitable traffic through email, SMS, and paid media. We're a fun, caring, and fast-growing team of remote marketers dedicated to making an impact.

We're an ROI-driven e-commerce digital marketing and ad agency whose clients see us as an integral and irreplaceable partner in their ongoing growth.

Our team is our most valuable asset. As a member of our team, you'll have the opportunity to work with a group of talented thinkers, dreamers, and doers who move the industry forward with fresh ideas and excellent service.

So, if you're interested in working remotely with a fun, driven, and fast-growing team, then come join us at ECD Digital Strategy!

Job Overview:

We are looking for a motivated and high-energy Sales Representative to join our team. You will be responsible for generating new business opportunities, building relationships

with potential clients, and closing deals with e-commerce brands in the home and garden space. This role requires a strategic mindset, excellent communication skills, and a passion for helping businesses succeed online.

Responsibilities:

- Prospect & Qualify Leads: Identify and engage with potential clients in the home and garden industry through outbound outreach, networking, and inbound inquiries.
- Sales Outreach: Conduct cold calls, emails, LinkedIn outreach, and other strategies to connect with decision-makers.
- Client Consultation: Understand client needs, pain points, and goals to effectively position our agency's services.
- Sales Presentations & Demos: Conduct compelling sales pitches, presentations, and product demonstrations tailored to each client.
- Proposal Development: Create customized proposals that align with client objectives and showcase the value of our services.
- Pipeline Management: Maintain accurate records of leads, opportunities, and sales progress using CRM software.
- Close Deals: Negotiate contracts, handle objections, and finalize agreements to bring on new clients.
- Collaborate with Internal Teams: Work closely with marketing, account management, and strategy teams to ensure seamless client onboarding and satisfaction.
- Stay Industry-Savvy: Keep up with e-commerce trends, digital marketing strategies, and home & garden industry insights to provide expert recommendations to potential clients.

Requirements:

- 2+ years of experience in sales, business development, or account management, preferably in digital marketing, e-commerce, or agency sales.
- Proven track record of meeting or exceeding sales targets.
- Strong understanding of e-commerce marketing strategies (website development, paid ads, email marketing, etc.).
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, goal-oriented, and comfortable working in a fast-paced environment.
- Proficiency with CRM software, sales automation tools, and Google Suite.
- Ability to adapt and tailor sales approaches based on client needs.
- Extremely organized

What's In It For You

- The opportunity to collaborate with a passionate and talented team
- Remote work and flexible schedule
- Competitive PTO and compensation
- A fun and motivating culture that sees and values the work you do
- Impact-Driven Work: Help brands in the home and garden space scale and succeed in the online marketplace.

If you are a sales-driven professional who thrives in a fast-paced, results-oriented environment, we want to hear from you!

Our Non-Negotiables

We expect that you will take the steps necessary to do what you say you are going to do and be accountable for your actions. In other words, live “Above the Line.” We understand that not every person is ready for this level of performance, and we appreciate the honesty of those who decide this is not the right place for them. On the other hand, you would make an ideal candidate to join our company if you are willing to commit to the following Above the Line principles:

- Accountability: See It, Own It, Solve It, Do It
- Become part of the solution
- Respect for others and their feelings
- Act now!
- Ask the question: “What else can I do?”
- Ask the questions: “What coaching do you have for me?” and “What can I do better?”
- Personal ownership
- Show others that you care

APPLY NOW