

# ParentMap

## ParentMap is hiring a Partnership Account Executive! (Work from home, Seattle)

Are you a Superstar Partnership Account Executive?

**ParentMap** is a Northwest media company providing highly relevant, well-researched and entertaining content to parents through various integrated publishing channels: our award-winning news magazine; [ParentMap.com](http://ParentMap.com), the Puget Sound area's leading website for parents and caregivers; and our annual series of lectures and community events.

If you are good at building relationships, this may be the role for you. **ParentMap** is seeking one creative, optimistic, organized and tenacious partnership sales executive for the Seattle area. If you have this magical combination of skills then you may be the perfect individual to join ParentMap's extraordinary team.

We're growing and looking for you to join our great family-friendly company!

This position works from home during business hours with frequent in-person client meetings and weekly team meetings in Seattle or Mercer Island.

### Qualifications

**Apply now** if you are a candidate with a competitive spirit and a highly motivated self starter who takes pride in building relationships. You're a great candidate if you are have a successful sales account management history of growing relationships with your customers, have a solid marketing background, sparkling personality and are extremely organized.

**Top candidates** have a great track record of prospecting for new business as well as renewing existing accounts at a high percentage. The right candidate will have the ability to establish rapport quickly, has a history of meeting with decision makers and closing deals in a short sales cycle, and is skilled at using a CRM system.

Candidate should be highly motivated in base plus commission-based selling with the ability to exceed established goals while generating high client satisfaction.

Candidate demonstrates proficiency with Microsoft Word and Excel and preferred to have had experience with Google Drive and Google Docs.

Required skills include:

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- Strategic prospecting
- Building and maintaining relationships
- Active listening, highly responsive and strong communication skills
- Extremely organized and motivated
- Creative and quick thinking
- Energized by closing the deal

**Reports to:** Publisher

**FLSA Status:** Exempt

**Job Status:** Full Time

**Compensation:** Compensation based on experience.

**Job location:** Work-from-home position, with frequent in-person client meetings as well as weekly required meetings in Seattle or Mercer Island.

**To Apply:** Please submit a resume and cover letter to [admin@parentmap.com](mailto:admin@parentmap.com), with *Partnership Account Executive* in the subject line.