Company: VerticalXchange (VX)

Corporate Description: VX is revolutionizing the way executives do business by providing a refreshing alternative to traditional tradeshows, conferences, and the standard sales call. By using our one-of-a-kind business model, we ensure that the right top-level decision makers within the world's largest companies meet in a focused environment to create long-term, strategic business relationships. Our job is to find large buyers with identified where we can seek out innovative solutions on their behalf. We partner with industry experts in each vertical market which allows us to bring optimal solutions to our clients. This past year we work with 63 of the Fortune 100 companies at a senior level.

Job Description: The primary responsibility of the Client Development Manager (CDM) is phone sales for the buyer side of the Xchange. You must have a need to succeed and a certain fearlessness for selling the buyers. There is no room for ego, but there must be a drive to grow quickly within the company. As the buyer recruiter, you will be expected to make at least 40 calls a day. In addition to these calls, you will be expected to research leads provided as well as dig for different companies. You will work to build relationship with buy-side clients in order to better understand the needs of the buyer and what they’ll be representing at the Xchange. Once you begin growing into the role there is also a travel component as our preferred method is fact to face meetings with our clients.

The CDM position is a training ground, so you will strive to learn what it takes to manage all the buyers and manage the relationship. Overall, you must display a hunger to learn and a strong work ethic.

Minimum Requirements:

- College graduate
- Ability to sell concepts
- Excellent communication skills, both in person and on the phone
- Team player
- Self motivated
- Articulate
- Passion

To Apply: http://tbe.taleo.net/NA8/ats/careers/requisition.jsp?org=VERTICALXCHANGE&cws=1&rid=12

Organization Contact: Judy Tierney, Corporate Recruiter
jtierney@Victaulic.com 610-923-3826
Interested candidates should apply directly to our career webpage http://tbe.taleo.net/NA11/ats/careers/requisition.jsp?org=VICTAULIC&cws=1&rid=315

Marketing Internship Coordinator: Dr. Askim-Lovseth
Gamble Hall – Room 175D
701-777-2930 or maskim@und.business.edu