



## **Full-time- Sales Manager**

Giggs

Sales & Business Development

Nashville, TN

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### **About Giggs:**

Giggs is the professional career platform for the live event industry, akin to LinkedIn for a word-of-mouth market. We are an innovative startup revolutionizing the live event and music industry by providing a seamless platform for professionals and employers to connect. We are looking for a dynamic and driven Sales Manager to join our team and help us scale our business. If you're passionate about sales and thrive in a fast-paced startup environment, we want to hear from you.

### **Job Description:**

As a Sales Manager at Giggs, you will play a crucial role in driving our sales strategy and expanding our customer base. You will be responsible for developing and executing sales plans, building strong client relationships, and achieving revenue targets. This role is perfect for a self-starter who is eager to make a significant impact and grow in an early-stage startup.

### **Requirements:**

- Develop and implement effective sales strategies to achieve company goals.
- Identify and target potential clients in the live event and music industry.
- Build and maintain strong, long-lasting customer relationships.
- Present, promote, and sell our products/services to prospective clients.
- Conduct market research to identify new business opportunities and trends.
- Collaborate with the marketing team to generate leads and drive sales.
- Negotiate and close deals, ensuring customer satisfaction.
- Monitor and analyze sales performance metrics to identify areas for improvement.
- Provide regular sales reports and forecasts to senior management.
- Attend industry events, conferences, and networking opportunities to expand the company's presence.

- Manage customer success initiatives to ensure client satisfaction and retention.
- Work closely with the customer success team to address client needs and issues.

**Qualifications:**

- Proven track record of success in sales, preferably in a fast-paced startup environment.
- Extensive experience in B2B sales, with a preferred strong focus on the live event and music industry.
- Excellent communication, negotiation, and presentation skills.
- Strong analytical and problem-solving abilities.
- Ability to work independently and as part of a team.
- Highly motivated, goal-oriented, and results-driven.
- Proficient in using CRM software and other sales tools (experience with HubSpot is a plus).
- Bachelor's degree in Business, Marketing, or a related field (preferred but not required).

**Compensation & Benefits:**

- Compensation: N/A Negotiable
- Benefits: N/A

**Apply:**

- Email resume to [nikki@giggs.live](mailto:nikki@giggs.live)
- Application deadline 07/12/2024

More questions? Email [nikki@giggs.live](mailto:nikki@giggs.live)