

Sales Manager

Job description

Summary

Job title / Function	Sales Manager
Activity level	100%
Reporting Line	COO
Location	USA, remote position, with a minimum of 50% of travel required

Who we are:

Created in 2012, Wiz-Team delivers cutting-edge technology and support services to the world's greatest events across sport, institutions, hospitality, and entertainment. With events in our DNA, we are a growing and thriving international and privately-owned company staffed by experienced event professionals who share a collective passion for transforming how the event industry uses technology to deliver complex events. We benefit from a global network of developers, strategic partners, and Wiz-Team ambassadors.

Our team is spread out across the world with headquarters in Lausanne (Switzerland) and registered subsidiaries in Brussels (Belgium), Kiev (Ukraine), Denver (USA) and Torino (Italy). Our team members, boasting 15 different nationalities, bring many decades of experience in designing and delivering event management solutions all over the world. Our unique ability to meet event management teams at their level comes from our diverse resume of on-the-ground experiences.

To support our growth, we are looking for a passionate, solution-oriented teammate who will help us become the top solution provider for world-class event management. Our ideal candidate will be self-motivated, driven, energetic, and creative as well as highly analytical, obsessed with customer experience and thrive in fast-paced working environments.

The Role

Reporting directly to the COO, your primary responsibility will be to develop and execute go-to-market strategies, build and managing key partnership with our customer. You will manage the entire sales cycle process from lead generation to closing deal with customers in your target market or industry: Hospitality, Media, and Entertainment Industries.

Core Responsibilities

- Identify prospects, schedule appointments, conduct qualifying sales calls, and manage the full sales cycle to close deals
- Proactively look for new business opportunities in your target market or industry
- Manage inbound leads, as needed, to ensure timely first contact and follow up with the goal of scheduling a qualified opportunity
- Identify and attend relevant conferences to help build brand awareness and sales pipeline
- Report sales pipeline progress to executive management

- Prepare tailored sales proposals that meet the needs of the potential customer
- Maintain strong relationship with current customer to expand their account
- Manage Request for Proposal process (RFP) from documentation preparation to deal closure
- Keep CRM information up to date and act when necessary.
- Achieve sales goals by assessing client needs and following a defined selling process, including presentations and demonstrations in collaboration with other teams.

Additional responsibilities may be assigned to support the development of the organization and according to the needs.

Requirements

- Higher education in Business Management or a related field.
- Min of 3 years of experience in sales roles in an international environment, preferably within the software and events industries.
- Proven experience in selling technical product with a project-based scope.
- Strong problem-solving and decision-making skills, with demonstrable knowledge of sales techniques and strategies.
- Hands-on, "doer" mentality, with the ability to dive into the details and actively contribute to projects and initiatives.
- Entrepreneurial mindset with the ability to thrive in a fast-paced, dynamic environment.
- Ability to work independently with a very strong team spirit.
- Ability to work in a fast-paced, technical environment with frequent change.
- Excellent communication, negotiation, and relationship-building skills.
- Willing to travel at least 50% of the time.
- Fluent in English; other languages are a plus.