

JOIN OUR SQUAD

lesbiansWHOTech
QUEER | INCLUSIVE | BADASS



SALES OPERATIONS & ACCOUNT MANAGER :: [APPLY HERE](#)

THIS IS A FULL-TIME, REMOTE POSITION ::

Salary :: \$70,000 - \$90,000 (Bonus not included. Salary is experience dependent.) [Benefits \(see info below\)](#)

WHO YOU ARE ::

- You love solving hard problems.
- You want to work for one of the most progressive media companies in the world supporting a community of 70,000+ queer women, non-binary folks, & women of color in finding their community.
- You want to work directly with technology companies supporting and pushing them to be more inclusive.
- You love data and using data to tell powerful stories to make strategic decisions.
- You thrive in environments without structure.
- You love the idea of joining a small scrappy team, working really hard, and making the impossible possible.



ABOUT THE ROLE ::

We are looking for a Sales Operations & Account Manager to take our Partnerships team to the next level. You will work directly with the VP of Business Development and the CEO/Founder to support all stages of the sales process.

Your approach to your work: This is the right fit for someone that gets excited by a challenge, wants to learn and work hard, and wants to really make an impact. We are a small and scrappy team trying to achieve what feels like the impossible at times. As Glennon Doyle says, you can do hard things.

We promise: You will learn more here about media, events, diversity & inclusion, teamwork and entrepreneurship than anywhere else.

WHAT YOU'LL DO ::

1 Business Development & Account Management ::

- You will use your strong communication & listening skills to work directly with our 150+ partner companies to ensure an exceptional partnership experience.
- Lead zoom calls with potential partners pitching our partnership options
- Working closely with our current partners to execute all aspects of our partnership, answering our partners' questions via email & zoom calls, overall customer service, managing our partnership portal and more.

2 Sales Operations ::

- You will use your data and operations acumen to manage critical partnership information, analyze, manage and maintain large data sets, and tell stories with data.
- Maintaining our CRM and other data sets, analyzing past events to find leaders in our community we should connect with accurately reporting and managing all partnership components and more.

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WHAT YOU HAVE ::

Background and Experience

- 5+ years of experience in sales operations and/or account management or sales. Bonus if all three.
- Analytical ability to understand business metrics and use data to tell engaging and impactful stories
- Passion towards providing an exceptional client experience
- Effective communicator across all levels
- Thrive in ambiguity, and in fast-paced environments

Technical Capabilities:

- Excel proficiency
- Writing :: Expert at art of writing emails
- CRM experience, Hubspot and/or Streak a plus
- HTML experience a plus

THE COMPANY ::

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WELCOME TO YOUR
QUEER, INCLUSIVE, BADASS SQUAD.



[Lesbians Who Tech & Allies](#) is the largest LGBTQ technology community in the world -- committed to visibility, intersectionality, and changing the face of technology. We are 70,000 LGBTQ women, trans, people of color, non-binary people, and allies in tech in 40+ cities worldwide. Over 30,000 women and non-binary people in tech attend our Pride Summit in 2020, making us the largest professional LGBTQ event in the world.

Our programmatic work includes a coding scholarship for non-binary and LGBTQ women called the Edie Windsor Coding Scholarship Fund, a mentoring program called, Bring a Lesbian to Work Day, and a leadership program -- #LWTSQUAD -- focused on supporting our community as they level up their careers. We're not just creating communities; we're pushing the tech sector to be more inclusive and changing the face of the entire tech industry.

You can see us in: [Vogue](#) | [Buzzfeed](#) | [Glamour](#)