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 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.

lesbianswhotech.org
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 ::

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