SALES OPERATIONS & ACCOUNT MANAGER :: APPLY HERE

THIS IS A FULL-TIME, REMOTE POSITION ::
Base Salary :: $70,000 - $90,000
Bonus :: Additional Bonus Structure Available
Benefits :: Health Insurance, Vacation & Sick Time, Computer Stipend & more.

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 current and potential partners to pitch our partnership options.
   ● Work 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.
   ● Collaborate with various internal teams to ensure that all sponsor requests are fulfilled.

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.
   ● Collecting and analyzing data to understand partner satisfaction and changing needs.
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 for providing an exceptional client experience.
- Effective communicator across all levels.
- Able to thrive in ambiguity and 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

Benefits & Perks:
- The ability to work remotely
- Joining not just a team, but a squad of like-minded teammates committed to solving tough problems.
- Benefits: Health / Dental / Vision
- Computer Stipend
- Vacation + Sick Time