

JOIN OUR SQUAD

lesbians
whotech
QUEER | INCLUSIVE | BADASS



Sr. Director of Sales

APPLY HERE

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 110,000 LGBTQ women, trans, people of color, nonbinary people, and allies in tech in 100+ cities worldwide. Over 40,000 women and non-binary people in tech attended our Pride Summit in 2020, making us the largest professional LGBTQ event in the world.

ABOUT THE ROLE ::

Lesbians Who Tech & Allies is looking for a Sr. Director of Sales to join our talented Squad. This Individual will join our dynamic partnership team to oversee strategic partnership initiatives, from development through successful execution. This role will work directly with the CEO and VP of Sales to support all stages of the sales process.

Location ::

Remote,

Work Hours ::

8:30 am - 6 pm EST

Salary ::

\$100,000 - \$115,000

Depending on
experience

Bonus :: Annually

WHAT YOU'LL DO ::

Business Development & Account Management ::

- You will use your strong communication & listening skills to explore event sponsorships & partnerships with potential new customers, renewals and existing customers on zoom calls and via email.
- Participate in every stage of the sales process including prospecting, outbound emails, pitching, negotiating, closing and managing partnerships.
- Create sales decks to support various sponsorship Initiatives

Sales Operations ::

- Work alongside the sales team to manage sales operations activities where needed including maintaining CRM, sponsorship portal, vendors and large lead data sets.

WHO YOU ARE ::

Background and Experience

- 7+ 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

- Writing :: Expert at art of writing emails
- You love solving hard problems.
- You love data and using data to tell powerful stories to make strategic decisions.
- You love the idea of joining a small scrappy team, working really hard, and making the impossible possible.

Technical Capabilities

- Excel proficiency
- CRM experience, Hubspot and/or Streak a plus
- HTML experience a plus
- Google Workspace :: Gmail, Google Docs, Google Sheets (including proficiency in formulas)

BENEFITS + PERKS

- The ability to work remotely forever
- Fully covered health, dental and vision insurance
- 401k after 1 year
- Computer Stipend
- Vacation
- Paid Sick Time
- End of year "Recharge" time off
- Joining not just a team, but a squad of like minded folks who are committed to solving tough problems
- We actively seek a diverse pool of applicants from or who have worked closely with historically marginalized groups, including but not limited to people with disabilities, people of color, LGBTQ people, first- or second-generation immigrants, and people from low-income families.

