

Head of Sales

Company Description

[ManageBetter](#) is a Seattle-based startup co-founded by [Lewis C. Lin](#) and [Rob Trame](#).

Our mission is to harness the power of data to eliminate bias in performance reviews, revolutionizing workplace fairness.

Our platform is designed for busy leaders, letting them to quickly assess employee performance, set goals, log accomplishments, and generate insightful reviews – all without writing. Performance management shouldn't be a time drain – our hassle-free process drives employee growth.

Role Description

ManageBetter is on the lookout for a dynamic and experienced Head of Sales to spearhead our sales initiatives at our enterprise SaaS startup. The perfect fit will showcase a track record of driving revenue growth, assembling high-performing sales teams, and fostering strategic partnerships in the enterprise software domain. This role presents an exhilarating chance to influence our sales strategy, amplify our market footprint, and propel the company's growth trajectory.

If you're ready to make an impact in a fast-paced startup environment and possess the skills and drive to lead our sales team to success, we want to hear from you.

Key Responsibilities

In leading our sales efforts at ManageBetter, you'll be responsible for:

Sales Strategy and Planning

- Develop and execute a comprehensive sales strategy to achieve revenue targets and expand market share.
- Identify new market opportunities and assess competitive landscape to inform strategic decisions.
- Collaborate with executive team to align sales objectives with overall company goals.

Team Leadership and Management

- Recruit, onboard, and train a high-performing sales team capable of exceeding targets.
- Provide coaching, mentorship, and performance feedback to drive continuous improvement.
- Foster a culture of accountability, teamwork, and innovation within the sales organization.

Customer Acquisition and Retention

- Lead by example in prospecting, nurturing leads, and closing deals with enterprise-level clients.
- Cultivate strong relationships with key accounts and drive customer satisfaction and retention initiatives.
- Work closely with marketing and product teams to enhance value proposition and address customer needs.

Partnerships and Business Development

- Identify strategic partnership opportunities to accelerate sales growth and expand market reach.
- Negotiate and manage partnerships with other technology providers, resellers, and channel partners.
- Collaborate with cross-functional teams to develop joint marketing and sales initiatives.

Sales Operations and Performance Analysis

- Implement sales processes, tools, and systems to optimize efficiency and scalability.
- Track and analyze sales metrics, pipeline development, and revenue forecasts to inform decision-making.
- Regularly report on sales performance, trends, and insights to senior management.

Qualifications

- Bachelor's degree in Business Administration, Marketing, or related field; MBA or equivalent experience preferred.

- Proven track record of at least 7 years in enterprise software sales, with a minimum of 3 years in a leadership role.
- Demonstrated success in driving revenue growth and exceeding sales targets in a SaaS or technology-driven environment.
- Strong leadership and team-building skills, with experience managing and developing high-performing sales teams.
- Excellent communication, negotiation, and presentation abilities, with the ability to influence and build rapport with C-level executives.
- Strategic thinker with a results-oriented mindset and the ability to thrive in a fast-paced, startup environment.
- Deep understanding of sales methodologies, CRM systems, and sales enablement tools.
- Experience in building and managing strategic partnerships and driving collaborative initiatives.
- Analytical mindset with proficiency in sales forecasting, performance analysis, and data-driven decision-making.

To Apply

Email your resume to lewis@managebetter.com