



Sales Leader

We believe in finding great people and building a role around their strengths. Before we can do that, however, we're looking for someone who can step into an immediate role across our network of locations (Launch Southside, Launch Village, and Launch Exchange). If you have a passion for sales and believe you can help grow the business of Launch then we'd love to hear from you.

About

Launch is a coworking, meeting and event space where entrepreneurs, small businesses, freelancers, innovators and small teams work, meet, connect and collaborate. It's a place where people can grow their idea, business or passion project through community, collaboration and collective wisdom.

Fit

Launch will be a fit for you if you're:

- happy
- helpful
- curious
- proactive
- accountable
- intuitive
- autonomous
- flexible
- friendly

Role Summary

Our Sales Leader is the person who is responsible for growing the revenue of Launch. Through effective sales strategies you'll engage future members, guests, sponsors, and community partners who you believe at some point will generate new revenue to Launch across its line of business - membership, events, and sponsorships. Your day-to-day energy and action will be key toward introducing and making people aware of Launch, and enabling a seamless buying experience.

Core Responsibilities

As Sales Leader you will be central in the planning and execution of all the day-to-day sales of all Launch locations (unless otherwise assigned a specific location). The specific responsibilities for this role will include:

1. Lead Member, Event & Partnership Sales:

- Work with the CEO and the team to draft the quarterly future member, event, and partnership sales plan that will seek to hit quarterly revenue targets.
- Execute the tasks within the sales plan as delegated which will include inbound/outbound sales calls & meetings, conducting on site tours, developing membership and event proposals, delivering presentations, maintaining our sales pipeline via CRM software, all related follow up in person, via email and phone and other relevant sales activities.

2. Assist with Marketing

3. Assist with Member Service

4. Assist with Operations

5. Assist with Events



The values and experience we're looking for:

- Your Experience in a hospitality setting is key
- Your Experience in Real Estate a bonus
- You're punctual, professional, thorough, and entrepreneurial
- You're quick learning self-starter that thrives working in a fast paced start-up environment
- You're adaptable, innovative, you own your mistakes and you move on.
- You've told a client "no".
- You're reliable.
- You have reliable transportation.

Salary, benefits & Perks

We are looking for one full time Sales Leaders to cover our network of locations (Southside, Exchange, and Village). The expectation is typical work week Monday to Friday where your working hrs will generally be 8:30 am to 4:30 pm, but can be flexible to suite your ideal schedule provided the requirements of the business are served. Remuneration will be commensurate with qualification and experience. At this moment in time there are no health benefits but we have a super fun working environment which will be great for your overall health. You'll have as much coffee as you can drink, and have access to beer and wine in moderation.

Application: how to apply

If the Sales Leader is something you believe you could excel at, we invite you to apply at <http://launchcoworking.ca/join-our-team/>

That covers it for now. We look forward to hearing from you and we will only be in contact with candidates that we would like to take next steps with.