

POSITION: Manager of Partnerships
LOCATION: Flexible + Travel Required

Fast-paced, innovative software developer is seeking an organized and energetic team member to join our relationship-based sales team.

ABOUT SAFFIRE

Saffire: Ticketing & Websites in a Simple, Integrated Platform

Saffire helps events deliver an enticing online presence that increases revenue and engagement, while also helping save sanity by allowing real-time, comprehensive website content management with completely integrated ticketing, at a great value.

Founded in 1998, our team has worked with large companies like KEEN Footwear, Nike, Jeep, Chrysler, Intel and Panasonic. In 2009, we began our work in the events niche, and we decided that working for organizations that help people have fun is, well, a lot of fun! We now serve over 600 clients (and counting!) nation-wide.

We pride ourselves on the fact that our clients freakin' love us. We give them everything they need to market & sell smarter online, including mobile, social, email, texting, ecommerce and more. We know our industry inside and out and "crowdsource" functionality ideas from our entire Saffire community. They love our product; they love our unlimited support; but most importantly, they love our team. They know we always have their backs, and the feeling is mutual.

POSITION OVERVIEW

Saffire's Manager of Partnerships will execute strategic relationships with potential clients to achieve quarterly revenue-based sales goals. The chosen individual should have a proven track record of successfully managing and closing sales opportunities. This includes but is not limited to the following job responsibilities:



POSITION DETAILS

- Become an expert in all things Saffire; Be able to concisely & confidently talk about our services and the value proposition they bring to potential clients of all shapes & sizes
- Manage & maintain your own pipeline of prospective clients from lead generation to paying customer with Saffire's CRM tool to manage data. (We use Salesforce.)
- Conduct remote & in-person (when needed) product demonstrations encompassing both technical and non-technical aspects of the product offering
- Manage long sales cycles from qualification to close and to prepare complex, detail-oriented proposals
- Attend industry tradeshows to gather leads and conduct meetings with potential clients; represent Saffire in a way that is consistent with company core values
- Achieve and report on key metrics related to sales success to VP of Strategic Partnerships & CEO

QUALIFICATIONS

- Four-year degree in marketing, sales, business, communications or related field
- Must have experience in developing sales strategies for closing major opportunities – experience in SAAS or other technology-based sales strongly preferred
- Motivated, self-starter personality – ability to organize tasks and manage priorities, while recognizing new opportunities for creative solutions
- Strong communication skills – ability to clearly present information verbally and in writing
- Unwavering eye for professional detail and proper grammar (some may call you obsessive)
- Technologically savvy – ability to learn Saffire's software, and can "figure stuff out" quickly and on the fly using online & company-presented resources
- Event industry-related experience is a plus – must present the ability to empathize with customers on what it takes to manage live events
- Willingness to work in a sales capacity with a focus on team success



- Software proficiency in: MS Office, Google Suite, Trello, Salesforce (or equivalent CRM)

BENEFITS

- Full time position, 40+ hours/week. Due to the nature of our industry, some weekend work & ability to travel is required.
- 2 weeks accumulated paid vacation per year, plus:
- Additional time off around the end of year/December holidays
 - Observed Saffire Holidays off include: New Year's Day, Memorial Day, Juneteenth, 4th of July, Labor Day, Thanksgiving Day, Day after Thanksgiving, Christmas Eve, Christmas Day
- Base level personal medical/dental/vision premiums fully covered with options for additional coverage
- Retirement Benefit - matching 401k contributions of up to 4% of your total salary/year (Eligible after 1 year of employment)
- Casual atmosphere with smart, awesome (and we think hilarious) people
- Salary plus commission-based compensation structure equivalent to experience

To apply, please email resume & cover letter to jobs@saffire.com.