

Who Are We?

At Serendipity Labs we have created a business that can serve as an extension of the corporate workplace. Trusted by some of the largest and smallest companies around, we provide flexible workplace solutions and have created a national network of safe, comfortable, well designed, and professional work environments for businesses of all types and sizes to call their own. We do all of this by blending really great places to work with 5-star service delivered by a well-trained, experienced and people focused team. It is workplace as a service.

As we expand our network of locations and grow membership, we are looking for the best talent to join our team. This is a fast-moving industry that requires passionate, engaging, high energy individuals that stand out in a crowd and that our members and prospects will enjoy interacting with every day. This is the perfect role for anyone who has a passion for finding new business and solving people's/business challenges with high value solutions.

The Role: Area Sales Manager – Full Time

As a member of our Local Sales team you have the challenge of creating and managing a book of business across a geographic area, developing target accounts within that area and the brokers that serve those accounts. You are consultative seller that is skilled at building relationships with companies directly, a strategic thinker and planner, and proven at creating new revenue opportunities both for the short and long term.

Your First 60 days Look like this:

- Building your initial prospecting list of brokers, influencers, CRE professionals and major local employers
- Understanding our member base and potential development of relationships with the members using us today.
- Design Tour and Sales Tour with Serendipity Labs GM to experience the brand and learn more of our value.
- Understanding the range of tools available to help you communicate our offering, value and to help close deals.
- Training on brand positioning, products, systems and tools that exist to support your role.
- Working alongside marketing on the messaging and outreach to your prospects.
- Discussing and defining appointment setting support required for your prospects.
- Making cold calls contact with your prospect list and delivering against agreed activity cadences in Salesforce.
- Isolating more immediate needs from relationships that require development.
- Issuing proposals and following up on immediate business needs from your accounts and outreach.

Your First Year Looks Like This:

- Delivering against a quarterly target of an average 25-50 memberships per month for your territory.
- Identifying immediate/short term business requirements alongside future relationship opportunities.
- Moving transactions into trading relationships and into account management.
- Leveraging channel partners to advocate for Serendipity Labs and generate new requirements from their clients.
- A strong understanding of your geographic market conditions, changing trends and new prospects or reasons for purchase.
- Liaison between customers and internal teams ensuring clients' requirements are met.
- Representing Serendipity Labs in senior sales conversations, complex deals or network style requirements.
- Creating and hosting internal account reviews and determining account driven plans.

Why you will be great in this role

- You have experience in selling a high value product or premium brand.
- A love for building a book of business through prospecting, research and developing relationships.
- Already established relationships within corporate real estate decision maker or real estate brokers.
- Success in positions by building a pipeline of business with a high conversion rate.
- A proven sales record of hitting and exceeding performance metrics.
- You are a self-starter with excellent time management, decision-making skills and a strong work ethic.
- You have outstanding communication skills; excellent cross-functional collaboration and teamwork.
- Ability to work with potential members as a consultant vs. salesperson.
- Business software knowledge, including: Salesforce, Word, Excel and PowerPoint.

What we offer you:

- Competitive base salary and unlimited commission earning potential.
- 80% employer paid health care, vision and dental insurance.
- Generous paid time off.
- Monthly mobile phone stipend.
- Ability to work within an experienced team with entrepreneurial drive who deliver a proven and well-respected range of solutions.
- Work in a fast-growing company with tons of career growth opportunities.