



Sales Manager

At Olaya Events & Company, we know that you want to be thriving with purpose. In order to do that, you need to love what you do. The problem is the opportunities for growth in event management are limited which makes you feel unfulfilled. We believe you deserve a place where you can be a part of creating events, growing professionally and enjoying coming to work. We understand what it's like to search for purpose and success in your career which is why we have spent the last decade building a strong company culture based on values and growth.

Here's how to become part of the team:

1. Send your resume and answer the question, "What will be the superpower that you will bring to the team?"
2. Complete the Interview Process
3. Accept the Position and Ignite Your Career!

Apply, so you can stop feeling stuck in your job and instead start feeling fulfilled in your career!

Who We Are Looking For

- Strong Sales Background – someone who has experience with a sales quota and with leading and lagging sales indicators to measure and improve performance.
- Relationship Expert – ability to build and maintain relationships with clients and teammates alike.
- Strong sense of Customer Experience – someone who has had exposure to the high-end experiences and customer service, who can help potential clients envision their events.
- Sales Driven – someone who strives for success, constantly tries to outperform themselves, and who is motivated to achieve sales.
- Experienced with a CRM – experience using a CRM such as Infusionsoft or Salesforce to manage sales leads and leading sales indicators.

Daily Execution Excellence

- Conducting sales activities of emails, phone calls, follow-up calls, tours, proposals, etc.
- Exceeding company response time standards when communicating with clients
- Providing accurate proposals, contracts and follow-ups in accordance to company standards
- Working and selling at any trade shows, special open houses



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- Meeting or exceeding revenue goals and the ability to provide snapshots of progress.
 - Sales pipeline is utilized and updated daily.

One Year and Beyond

- We are driven and expect a high-level performer to have opportunities available to them such as: advanced training, management of larger projects, and personal and financial growth.

Qualities

- Driven to excel and personally develop
- High level of attention to detail
- Strong sense of care & loves to provide service to others
- Able to build genuine relationships with others quickly

Expertise

- Bachelor's degree required
- Minimum of two years of face to face sales experience, preferably in the catering or events industry
- Strong Customer Service Background
- Experience using a CRM, preferably Infusionsoft or Salesforce
- Ability to work nights and weekends is required for this position.

Applying

- Send resume to krista@olayaevents.com and answer the following – What is it that intrigues you about the job and what superpower will you bring to the team?