



When you eat, they eat!

Account Manager

Get in before the rocket takes off. TangoTab has developed an innovative social, local, and mobile marketing solution that, for the first time, empowers restaurants to create offers to attract guests to fill their empty tables, risk-free. For the consumer, it is a free service, and every time they dine out through the service, TangoTab feeds a person in need through local food banks and national hunger-related charities. *When you eat, they eat.*

As TangoTab approaches lift-off, we are looking for smart, talented individuals with great personality to aid our restaurant clients in driving better redemption of offers and gaining their trust as their marketing expert. As an Account Manager, you'll be charged with supporting our clients, creating and closing future offers aimed to solve challenges in our client's businesses and finding new ways to delight and incentivize each day.

Responsibilities

- Create opportunities for new offers and grow redemptions from the restaurants in a specified region – helping our client deploy the right offers that generate redemptions and solve their key business challenges
- Leverage previous restaurant experience to grow the TangoTab brand and provide marketing expertise to our clients with fresh, compelling offers to our diners
- Hit quarterly redemption goals as determined by the executive team
- Be the advocate for local sales
- Educate clients in TangoTab's brand and their current offers to optimize our diners' experience and to fill the client's employees with a sense of pride by aiding the fight against hunger

Required Skills/Experience

- Minimum of five (5) years of demonstrated success selling, managing, and growing revenue at clients
- Superior organizational skills and an ability to manage various deal stages in multiple markets at multiple clients
- Strong consultative sales and business development skills, along with an ability to roll with change
- Ability to customize solutions for merchants and build relationships/partnerships that are mutually beneficial

Compensation

- Base Salary Commensurate with Experience
- Potential for Equity
- Health/Dental/Vision
- Opportunity to work in fun, fast-paced environment of talented people with a **can** do attitude

Attributes

- Excellent communication skills
- Self-starter
- Works well with a distributed team

Send your resume/CV to: jobs@tangotab.com