



When you eat, they eat!

Sales Executive

Overview

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 sales people with restaurant experience and a great personality to help find, sell and close new restaurants. As a Sales Executive, you'll be charged with finding new leads, selling TangoTab's brand and risk-free business model, and closing sales and transitioning clients and critical knowledge to Account Management.

Responsibilities

- Aggressively research, develop, and cultivate leads for TangoTab using experience and a variety of online and offline sources
- Meet and strive to exceed individual monthly, quarterly, and annual sales goals
- Qualify prospective clients by phone and close deals in-person and maintain book of business
- Use consultative sales skills to assess client goals and key challenges and propose solutions using TangoTab's unique, risk-free system and get commitment
- Communicate ongoing contacts and sales activities utilizing sales CRM tools
- Provide ongoing and up-to-date documentation to the Account Management team and regularly collaborate best deal strategies

Required Skills/Experience

- Minimum two (2) years of sales experience is required. Passion for selling online advertising, direct marketing, local advertising are a plus
- Active experience utilizing CRM systems and working knowledge of other technologies; being technically savvy is a must in order to succeed in this role
- Ability to thrive in a fast-paced, dynamic, very high activity sales role
- Demonstrates top-notch communication and presentation skills with the ability to creatively sell to all decision-making levels
- Superior organizational skills
- Strong knowledge of social media such as Facebook and Twitter
- Thrives in an autonomous working environment with minimal supervision while maintaining focus and productivity to meet deadlines; shows relentless persistence in a competitive marketplace
- Has own transportation

Compensation & Perks

- Base Salary commensurate with experience + Unlimited commission potential based on the success of offers at restaurant
- Medical, Dental, 401K
- Opportunity to work in fun, fast-paced environment of talented people with a **can** do attitude

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