



<https://www.shearshare.com/careers/director-of-sales/>

Director of Sales

Description

As the Director of Sales, you will be responsible for business development, growing SaaS relationships with SMBs and enterprise brands, and selling into the most prominent beauty and beauty-adjacent brands.

Responsibilities

- Hunt for new enterprise + SMB business! You get excited about showing others our software platform and growing subscribers. You take no as a “not yet.” 🤔🤔
- Create and manage an owned pipeline of potential clients and take advantage of every opportunity to grow your book of business
- Attend and create engaging, shear-tastic demos and events to further engage potential and current ShearShare community members
- Cold calls, walk-ins, LinkedIn intros, sliding into DMs – you’re personable and persistent
- Meetings, meetings and more meetings! You understand that face-to-face interaction is key in closing that sale and identifying your clients’ needs
- Own the entire sales cycle from prospecting to close. You are determined to spread the ShearShare love!
- Set your clients up for success by conducting demos and educating them on all our app features and how they can best utilize our platform for their business needs

Requirements

- You have grit, take risks, and put yourself WAY out there
- You’re comfortable making cold calls and walk-ins and conducting safe, in-person meetings. You basically live every day outside your comfort zone
- You’re a straight shooter and great communicator
- You love meeting new people
- You’re an effective, metric-driven sales person with a proven track record of success
- You’re humble and hungry and don’t take rejection personally
- You have experience closing deals and taking clients through the entire sales cycle
- You’re a self-starter, we’re a start-up. Innovation is a requirement, and ideas are expected
- At the end of the day, you fully see the reward in this job (hint: it’s not always green)
- You have 3+ years of solid sales experience under your belt
- You’ve worked closing deals with small businesses and/or in the barber and beauty space

About ShearShare

ShearShare is the #1 app for salon and barbershop space rental. We currently have the largest database of on-demand salon and barbershop space rentals and the most affordable leases in the market.

Hiring organization

Shearshare Inc.

Employment Type

Full-time

Beginning of employment

Immediate

Duration of employment

Permanent

Industry

Beauty Tech

Job Location

USA

Remote work possible

Date posted

02/14/2024

Founded by Dr. Tye and Courtney Caldwell, ShearShare is a passion-driven organization that has rapidly grown to 950+ cities and is used by thousands of stylists worldwide. We are passionate about small businesses in our industry.

Job Benefits

- Medical, Dental & Vision Insurance
- HSA, FSA
- Wellness Programs
- Paid Time Off
- Life Insurance
- Flexible Hours