



# Community Sales Manager

Location(s): Cobb, Dunwoody  
Position Type: Full Time | Salary + Commission

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## WHO SHAREDSPACE IS LOOKING FOR

SharedSpace is seeking a Community Sales Manager to be the sales leader for our Atlanta market and to help build an outstanding experience for new members. The Community Sales Manager will work alongside the President and CEO to implement a unique sales strategy to grow private office, meeting room, and event sales. This person will represent the Sharedspace brand in the local community by engaging in community events and meetups.

The ideal Community Sales Manager is a sales leader who is a born conversationalist and doesn't mind picking up the phone to connect with a client. This person is a team player that shares in the customer service focused values of our brand and is motivated to work with a growing startup to change the future of work. The ideal candidate should be growth-oriented person who strives to create value for their team and the SharedSpace culture.

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## WHAT YOU WILL BE DOING

### Lead Generation + Account Management

- Manage sales process from lead/inquiry development, schedule sales tours, marketing and selling of all product lines, negotiating and closing deals with prospective customers.
- Make outbound calls to existing and prospective customers to qualify and close business.
- Give tours of the Cobb and Dunwoody SharedSpace locations to prospective customers
- Manage the website bot livechat and run conversational marketing campaigns to attract new leads
- Collect, generate, and track new customer inquiries
- Manage and Update Online Office Listing Services
- Recommend improvements that will positively impact sales and efficiency.
- Travel between Atlanta locations to meet with prospective clients and members.
- Developing a unique client culture through organizing client events and other activities
- Assist with local area marketing and networking through events and meetups
- Be the gatekeeper for all drip marketing lists and processes

**Interested in this position? Please apply on our Career Page:  
[sharedspaceatl.com/careers](https://sharedspaceatl.com/careers). We look forward to hearing from you!**