



Senior Manager of Sales

Location: United States or Canada

To apply please send your resume, with the **email subject of Senior Manager of Sales SMS2021**, to careers@telescope.tv

Job Description

At Telescope, we know that at the heart of every successful business is a high-performing sales team. That's why we're seeking a qualified Senior Manager of Sales help grow our sales pipeline, bring in new client relationships, and drive new business revenue. In this role, you will be responsible for working closely with our Vice President, Sales and New Business to prospect for new targets and leverage your existing contacts and relationships to bring new business opportunities to Telescope. To be successful in this role, you should be a quick learner with strong communication skills, while also having a solid understanding of technology, and the presentation skills and ability to showcase our solutions in a compelling way. Every potential customer is an opportunity for you to help revenue growth, customer acquisition, and profitability.

Even though we are now part of the bigger Bally's Interactive family, we are in a high growth industry and move very quickly so maintain the startup feel. If you're looking for an innovative company with a fun work culture that partners with world renowned clients and offers opportunity for growth, this could be the job for you.

Responsibilities

In the Senior Manager of Sales role, you will be responsible for working closely with our Vice President, Sales and New Business along with the wider sales, account management, and marketing teams to generate new sales leads/opportunities and close new business with the goal of helping to exceed team and personal quotas. Quota targets personally and for the team will be communicated to you on an annual basis and reviewed with you quarterly.

Once your training is ramped up, you will be expected to become highly conversant in our solutions and represent Telescope in potential client calls, emails, meetings, presentations, industry events, etc. We have a broad set of capabilities and employ a highly dynamic approach to the sales process that can range from very consultative to more SaaS focused depending on product and client need, so communication skills, both written and verbal, are paramount. Be prepared to identify, qualify, and pitch potential prospects both new or from your existing contacts, uncover business pains, articulate ROI, and deliver customized product presentations or product demonstrations to help clients or prospective clients understand the importance of embracing the digital and social engagement evolution for their content and marketing. Internally, you will work closely with cross functional teams from marketing to tech in order to support sales efforts with new leads. This is an extremely fast-paced environment.

Our clients are content providers, sports companies, and marketers of all levels that are looking for help with their in-real-life, virtual, hybrid, online, digital and social, and video audience engagement strategies and needs.

In this role, you will:

- Drive new sales, own a quarterly new revenue quota to help exceed our team goals
- Bring your book of business and based on contacts to Telescope to drive new opportunities via your existing relationships
- Prospect for and generate new qualified leads by nurturing warm prospects to build long-term trusted relationships
- Maintain a pipeline of interested prospects
- Pitch new prospective clients and represent Telescope's products and services, starting with a comprehensive understanding of how our solutions meet needs of those prospective clients
- Work closely with the Marketing team as needed to proactively seek new business opportunities in the market
- Identify best practices to refine the company's sales and lead generation playbook
- Report to manager with weekly, monthly, and quarterly results

Skills & Requirements

Qualifications

- 5+ years of sales or business development experience, with a history of exceeding new business targets in a similar or related field. Experience in a startup environment preferred
- Bachelor's Degree required, MBA a plus
- High ethical standards and values consistent with ours: hard work, integrity, and being a team player
- Excellent organizational skills, with ability to coordinate across multiple internal teams, external clients, and various projects at once
- Strong communication/interpersonal skills, both written (email) and verbal (phone)
- Proven creative problem-solving approach and strong analytical skills
- Solid knowledge of current and topical technologies as well as relevant social media platforms
- Desire to learn and succeed in a consultative sales environment
- Proactive and independent working style, be dependable and very organized
- Authentically curious and motivated (you love learning and improving yourself), persistent, charismatic, and naturally entrepreneurial
- Able to think strategically and tactically. Able to maintain a positive attitude in the face of criticism, rejection, or failure
- Competitive and smart while being conscious of personal behavior & client needs
- Formal sales training a plus: lead generation/qualification in consultative sales style training strongly preferred



- Experience with both consultative and SaaS sales a plus
- Proficiency with CRM software a plus
- Drive to succeed and achieve big things!

About Telescope

The work environment at Telescope is exciting, engaging, and constantly dynamic, even more so after recently being acquired by Bally's Interactive. We have major media, sports, and brand clients who depend on us year over year to deliver amazing executions and support their audience engagement campaigns. We also leverage close partnerships with social networks like TikTok, Facebook, Instagram, and Twitter to deliver best in class fan engagement solutions and products.

Telescope Inc. has been responsible for the most successful television and live media participation shows in the last decade: American Idol, The Voice, Dancing with the Stars, America's Got Talent, and MTV Video Music Awards to name a few. We also work with a broad spectrum of clients like the NBA, Amazon, Coca Cola, Warner Bros Pictures, ESPN, NBC Sports, Mondelez, and many others. We power the technology that supports voting, audience engagement, social and UGC campaigns, livestreaming, and virtual experiences. Our employees come from all backgrounds with rich experiences and a fun company culture. Our business is increasingly global, and we have offices in Los Angeles, Chicago, London, and Barcelona.

Telescope Inc. is an equal opportunity employer which does not discriminate against race, color, religion, national origin, age, sex, pregnancy, citizenship, familial status, disability, veterans, or any other protected class.

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