



## **Sales Manager, Commercial Sales**

### **About the Role:**

Marqii is on a mission to empower hospitality businesses of all sizes to be found online through easy-to-use listings, menu, & review management.

We're a SaaS platform designed to help hospitality brands control their location data and menu content, and track and manage their reviews with our direct partnerships with 70+ online listing platforms including Google, Yelp, Apple Maps, and Facebook. By increasing the availability of consistent and accurate information across the Internet, Marqii helps businesses move closer to the top of "\_\_\_ near me" search results.

A fast growing startup, Marqii currently serves more than 12,000 restaurant and hospitality business locations across the US. Learn more about us, our team, and our values at [marqii.com](http://marqii.com).

Marqii is looking for a Sales Manager to lead our Commercial sales team, responsible for coaching and developing a team of Account Executives, driving pipeline generation and conversion, and helping the team consistently hit and exceed revenue targets.

This is an essential leadership role at Marqii. Ideal candidates are proven sales performers who are passionate about building people, not just closing deals, and who can bring structure, accountability, and energy to a fast-paced sales floor. You will need to be flexible, coach through change, and adapt quickly.

At Marqii, we care about the development of our employees and this position will give guidance and mentorship to a growing team while continuing to build your own career in sales leadership. This role is based in NYC, with 4 days/week in our office in North Chelsea.

### **What You'll Do:**

- Directly manage, coach, and develop a team of Commercial Account Executives to help them hit individual and team quotas
- Own team pipeline health, from lead-generation activity through pitching and closing, and drive accountability to daily/weekly sales metrics
- Run regular 1:1s, call reviews, and pipeline reviews to identify coaching opportunities and sharpen rep skill sets
- Partner with sales leadership to build and refine playbooks, scripts, and processes that improve team performance

- Recruit, onboard, and ramp new Account Executives as the team scales
- Think of new strategies that will benefit the sales team and bring data-backed recommendations to leadership
- Take the initiative to immerse yourself in our processes and be willing to provide feedback and suggest new ideas that will improve the business
- Treat your team, your prospects, and your colleagues with respect

#### **Who You Are:**

- 2+ years of sales management experience, ideally leading a Commercial or SMB sales team in SaaS
- Someone with a strong work ethic that others would look to as an example
- A natural coach, willing to give direct feedback and invest in the development of others
- Able to lead by example and stay hands-on when the team needs support
- Strongly able to listen and clearly communicate and persuade through written and verbal communication
- Comfortable using data to diagnose performance gaps and drive decisions
- Able to deal with rejection and pressure without letting it affect the team. Sales can be rewarding, but it takes a lot of determination to reach satisfaction
- Excited to be successful and develop a career in sales leadership

#### **Nice to Have:**

- Previous experience selling or managing in the restaurant/hospitality tech space
- Experience with sales tools such as Salesforce, Apollo, or similar

#### **What We Offer:**

OTE: \$200k+ (Salary and Commissions)

Health/vision/dental Insurance

401K

Hybrid Role, 4 days/week in NYC office

Unlimited PTO

Monthly remote team events; yearly in-person events

To apply, please send your resume to [people@marqii.com](mailto:people@marqii.com), with the subject line "Sales Manager - <Your Name>"