

Sales Manager Job Posting

Mexican Caribbean & Pacific

Join our amazing team!

SONIFI® Solutions, Inc., the leader in technology solutions for the hospitality industry, is looking to add **Two Sales Managers** to the team! We are seeking motivated Sales representatives who specialize in the hotel and resorts market to join our dynamic sales team. These positions represent the full range of SONIFI Solutions technical products and services (Interactive Television, Streaming and Wi-Fi Solutions) to both new and existing hotel customers with focus on Mexican Caribbean (Cancun, Mayan Riviera and Merida area) and Mexican Pacific (Los Cabos, Puerto Vallarta and Riviera Nayarit area) . This position is a work-from-home role, with the ideal candidates based in the respective regions.

The ideal candidate will have a passion for technology, a knack for identifying client needs, and a proven track record for closing sales. Your primary responsibility will be canvassing your region developing ongoing sales strategies, and ensuring annual quotas are met. This position will provide market insights, strategic planning, and ensure the sales funnel is sufficient to exceed department goals and to ensure a steady flow of business.

What you'll do:

- Build and own the day-to-day management of the sales pipeline for SONIFI's designated area. Forecast sales funnel from prospect through the entire sales cycle pipeline.
- Take a proactive, hands-on approach by directly engaging with hotel Ownership Groups, General Managers and IT managers, visiting their locations to establish and nurture relationships, and building a robust sales pipeline through face-to-face interactions and personalized outreach.
- Ensure optimal volume of opportunities and velocity of pipeline movement across opportunity stages to track and exceed department targets.
- Develop a trusted advisor relationship with customers by assessing and validating customer needs on an ongoing basis. Build and maintain strong, long-lasting customer relationships. Conduct customer calls, sales pitches, presentations with customers. Manage ad-hoc queries and enquiries generated by accounts.
- Independently analyze assigned vertical and establish strategic plans for prospects, and current clients, and use individual discretion to implement. Monitor competitive offerings including relevant sales and marketing data.
- Lead solution development efforts that best address customer needs, while coordinating the involvement of all necessary staff. Assist with complex technical integration issues, including but not limited to high severity requests or issue escalations as needed.
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives.

- Work closely with team members on sales targets, presentations, scheduling meetings, conducting sales pitches, and opening new business for SONIFI. Coordinate campaigns with Marketing, Product, and Operations to ensure successful execution.
- Identify and grow opportunities within assigned territory to ensure growth attainment.
- Contribute to strategic planning, including performance objectives, financial targets and critical milestones.

What you'll need:

- 3+ years of experience in hotel technology enterprise sales, preferably systems / software focus.
- **Robust network of contacts with hotel brands and ownership groups in your assigned region**
- Specific experience in managing large relationships and many accounts.
- Four-year degree in Business or a related field or the equivalent combination of education and/or work experience.
- Must be fluent in Spanish, English conversational skills desired but not mandatory. Working experience with Salesforce CRM platform.
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level.
- Excellent listening, negotiation and presentation skills are needed in addition to the ability to understand and articulate basic technical concepts, such as product specifications.

Together, we can build your future!

We offer a competitive salary and a great benefits package, including life/health insurance and a savings fund!

SONIFI's team is changing people's lives through memorable guest experiences - all delivered through an integrated technology and service platform. We work with global brands like AT&T, LG and Samsung and leverage technology from Google and Amazon. SONIFI's core solutions include interactive television, streaming, Internet access, Free-To-Guest, and healthcare integrations, along with unparalleled nationwide technical support and professional services.

We consider all qualified applicants for employment regardless of age, race, color, national origin, sex, religion, veteran status, disability, sexual orientation, gender identity, or any other protected status.

The salary of the finalist selected for this role will be set based on a variety of factors, including but not limited to, location, experience, education, specialty, and training. This pay scale is not a promise of a particular wage. This position is also eligible for a variety of other benefits.

Please submit your resume to: mexico@sonifi.com