

KINGLET BOSS - DESCRIPTION

As a Kinglet Boss you are a part-time sales representative charged with signing up new inventory in your territory. You will be tasked with networking Kinglet into the local business ecosystem to establish leads for additional inventory.

You will be responsible for managing all facets of Host side sales process including establishing warm leads, distributing marketing materials, answering questions from Host side leads, assisting onboarding new listings and managing Host relations. This entrepreneurial role is demanding, requiring a self-starting attitude, courage to sell, creativity and above all else, a burning desire to succeed.

You will be tasked to establish and foster relationships with Host (supply side) partners. Your primary goal will be to grow the number of listing locations in your territory. You will also have direct responsibility for making sure Hosts use our platform tools and resources to create beautiful robust listings.

You will oversee your own workload and must be a self-starter. Bottom line - you will be responsible for identifying and securing the absolute best office spaces as Kinglet inventory.

Key attributes we are looking for in candidates:

- Your personality and integrity are more important than years of experience...You thrive in high pressure and high-energy environments.
- You run “at” not “away” from challenges and are adept at solving problems in dynamic situations.
- You are a self-starter who can manage and prioritize your workflow and the workflow of others with efficiency.
- You think like an owner and act as an owner, you are the first person to roll up your sleeves and tackle a challenge.
- You are a bloodhound when it comes to sniffing out opportunity. You have a knack for conceptualizing partnerships and the potential impact on key performance metrics.
- You need context for everything you do. Your mantra? “Give me some goals and I’ll over deliver.

What are we looking for? In short, we are looking for hustle, creativity, smarts and ideally someone already networked into the local ecosystem.

REQUIREMENTS

- 1+ years of sales, marketing, management consulting, or business development experience.
- Entrepreneurial DNA and strong local networking ability.

COMPANY DESCRIPTION

Kinglet is a rapidly expanding online marketplace for office space. With exclusive Host partners, Kinglet unlocks exceptional office options for entrepreneurs and small businesses. Kinglet plays matchmaker between Hosts and Guests. Headquartered in Baltimore, MD, we are expanding rapidly and are deploying significant resources to grow local markets nationwide.

Kinglet is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.