

## Founding Account Executive San Francisco CA

### Description

About Blackbird Labs: Established in 2022, Blackbird Labs is transforming the loyalty, memberships, and payments landscape for the world's best restaurants. We leverage cutting-edge technology to create meaningful, ongoing connections between restaurants and their customers. Our mission is to redefine the dining experience through personalized, engaging interactions that turn every guest into a regular. Blackbird Labs is driven by a team passionate about both restaurants and technology, with a proven track record of innovating in the restaurant industry. We are proud to be backed by prestigious investors, including Union Square Ventures, Multicoin Capital, and Variant Fund, among others. Join us on this exciting journey as we build the next great restaurant experience.

About the Position: Are you a self-motivated and outgoing sales representative eager to help restaurants enhance their customer engagement? Do you thrive in a high-energy startup environment and want to be part of a team that's growing at an unprecedented rate? Blackbird Labs is assembling a team of world-class sales leaders to drive adoption across the restaurant industry. As a founding member of our Sales Team, you will play a strategic role in our company's growth. This is an unparalleled opportunity to gain invaluable experience and showcase your skills in a dynamic, fast-paced environment.

Responsibilities:

- Revenue Generation: Own and drive revenue generation for Blackbird Labs, meeting or exceeding sales targets.
- Opportunity Development: Identify, develop, and close new sales opportunities within your assigned territory.
- Pipeline Management: Manage your sales pipeline, ensuring a steady flow of new business.
- Strategic Contribution: Act as a strategic contributor to the growth and direction of the sales team.
- Sales Methodology: Collaborate with peers and managers to develop and refine a sales methodology that creates awareness and positions you as a thought leader in the restaurant technology space.
- Customer Relationship: Build and maintain strong relationships with prospects and clients, demonstrating the value of Blackbird's solutions to improve their business operations.

Qualifications:

- Proven track record in sales, preferably in the technology or hospitality industries.
- Exceptional communication and interpersonal skills.
- Strong organizational and time management abilities.
- A passion for technology and the restaurant industry.
- Ability to work independently and as part of a collaborative team.
- Grit, curiosity, and drive to succeed in a fast-paced startup environment.

Benefits:

- Competitive salary and commission structure.
- Equity opportunities.
- Comprehensive health benefits.
- Flexible working environment.
- Opportunities for career advancement and professional growth.

Join us in San Francisco and be part of a transformative journey, bringing innovative technology to the restaurant industry. If you're ready to make a significant impact and help shape the future of dining, we'd love to hear from you. Apply now to become a founding member of Blackbird Labs' Sales Team and contribute to the future of restaurant technology! For more information, visit our website at Blackbird Labs. Please mention the word **\*\*WILLINGLY\*\*** and tag `RMTA3LjE3OC4yMzluMjQy` when applying to show you read the job post completely (`#RMTA3LjE3OC4yMzluMjQy`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

### Contacts

Job listing via RemoteOK.com

### Hiring organization

Blackbird

### Job Location

Remote

### Base Salary

\$ 50000 - \$ 105000

### Date posted

June 6, 2024

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