



TatSites Sales & Account Manager

Company Description

AssetLab Marketing is a digital marketing company expanding its team to include a Sales & Account Manager focused on our TatSites brand for Tattoo Studios and Artists. We are a group of cheerful caring people helping small business owners reach their goals with our digital marketing capabilities. I am adding a team member with tattoo industry experience who has spent time in marketing, sales, account management, studio management, or related positions.

AssetLab was founded in 2014 as a family-run locally-focused marketing agency and has grown to target niche clients nationwide. We offer marketing expertise to small businesses including those in events, legal, tattoo, medical, auto, and nonprofit industries. Our expertise grew from our own experience operating online businesses.

Our values are Professionalism, Transparency, and Community. We take pride in our customer focus and the expertise we bring to the small business owners we serve.

To apply please email your resume or a link to your LinkedIn profile to info@assetlab.us. Use the subject "TatSites Candidate" and your name. In the email, briefly explain your tattoo industry experience.

Job Description

I am looking for a self motivated person who really enjoys working with people to generate subscribers for our TatSites digital marketing brand. You will be the face of TatSites for our clients. You need to be cheerful and ready to help us grow our business in the tattoo industry while you reach your financial goals.

You will be responsible and accountable for new customer sales and account management for our TatSites brand. You will be responsible for maintaining cultural correctness of the brand in the tattoo industry. Your previous industry experience will be critical to our strategy for the industry.

We are a team of 6 remote members, a mix of employees and contractors, with various specialties. We are spread around the United States from Washington to Florida and Michigan to Texas. Renton, Washington is home-base.

Role attributes & benefits:

- Full time position with base salary plus commission and benefits
- Flexible schedule, remote work, though you need to be in the USA
- Job training and ongoing training and development
- Expense reimbursement, travel reimbursement
- Communications tools

Compensation

- Base Pay: \$25/hr, full time
- Commission: 10% of new sales, 10% of customer upgrades, additional performance incentives
- Paid time off, company holidays

Attributes & Attitude

You are a great fit for this role if you have the following attributes:

- Highly self motivated
- Love working with people
- Fantastic on video conferences, phone, and in person
- Morally guided
- Cheerful
- Team player
- Tattoo industry experience
- Ideally, sales or account management experience

This Job Is Ideal for Someone Who Is

- People oriented: You enjoy interacting with people, learning about people, building relationships, and finding win-wins
- Achievement oriented: Works hard, identifies your own work, enjoy challenges and are financially motivated
- Process oriented: You're willing to work within a defined sales and account management process
- Help the team win: You're willing to take on tasks that help the team win in the tattoo industry
- Internet and computer Savvy is a must

Areas of Responsibility

Sales

- Source new leads and subscribers through cold outreach, warm outreach, networking, events, industry collaboration and other techniques
- Maintain timely and accurate records of leads, conversations, companies, and relationships in the Customer Relationship Management software
- Assist with annual planning for events, sponsorships, and industry participation by the brand
- Host sales meetings, demos, video conferences, videos that generate interest and leads

Account Management

- Maintain relationships with existing subscribers, upsell when it is appropriate, and maintain accurate records
- Route requests for support to the support team
- Assure subscribers are cared for by our services and people
- Assist or lead customer communications
- Appear in support videos and industry expertise videos