

Sales representative (full-time, salary + commission)

Ready for a post-restaurant career but not sure what to do? Ameego wants you! Your sales and customer service experience within the restaurant industry is exactly what we're looking for. Call your last five years a degree in "Restaurantism" and say goodbye to the 2 am closing shifts. Congratulations, you've graduated!

Ameego is the world's premier restaurant scheduling and labor optimization software and we're looking for sales reps to help spread the word. Someone who's passionate about the restaurant industry and looking to help others (still out on the front lines) with a proven solution that can help make their lives better is who we need. If you're an experienced restaurant person you know how it all works, and we know that you'll have a leg-up in our world (and already be able to speak the lingo).

Roles + responsibilities

- Manage a sales quota and sales pipeline.
- Make direct calls to potential clients within existing brand relationships.
- Perform online presentations and product demonstrations via screen sharing software.
- Use online tools for regular meetings with the sales team.
- Utilize and update CRM software to ensure the sales pipeline stays organized.
- Participate in trade shows and in-person selling opportunities.
- Tow the line between healthy follow-up and being overly obnoxious, and then walking that line with every lead.

How things work around here

It all comes down to results, and our expectations are very high. Everyone in our crew is a star performer and they live to exceed expectations. That's the standard by which we live, work, and play. We don't work set 9 to 5 hours which is great! You can build your own schedule provided you're around for regularly scheduled meetings and doing whatever is needed to provide the best service to our clients. Some days you might work 10 hours, others you might work six. Regardless, no one will ever be breathing down your neck asking where you are or what you're doing. We work in what's called a 'ROWE'. It stands for 'Results Only Work Environment'. Basically, it means that as long as you deliver results and attend the things you need to attend we trust you to get the job done.

What you bring to the table

- Be awesome.
- Be really awesome.
- A strong sales background with an outgoing personality and a good sense of humor (ability to quote 90's Jim Carey movies on demand is considered awesome).
- Strong communication and presentation skills.
- Stellar motivation and the ability to work independently.
- Parlez vous Francais? French language skills would be great.
- 3+ years experience in the restaurant industry (management experience will be considered an asset).

How to apply

We're looking for people that 'stand-out'. You should be outstanding yourself and so should your application. Send us documents, pictures, videos, or anything else that you think is relevant to pamm@myameego.com. Please include one of the following phrases in the subject of the email:

- "Sales representative - (your own personal phrase indicating your awesomeness)"
- "Sales representative - I'm not here to waste your time"
- "Sales representative - Prepare to be dazzled"

If we think you may be a good fit, we'll be back in touch with you via email to discuss step two!