

## Sales and Channel Manager

Project Frog Inc. designs and delivers advanced pre-fabricated componentized buildings that assemble easily on-site, giving architects and builders a fast and cost effective way to create beautiful and energy-efficient buildings. Our San Francisco office is currently seeking candidates for Sales and Channel Manager to service the Bay Area and Sacramento sales region and help revolutionize the education construction industry.

### Position Summary

We are currently seeking a driven, proactive, collaborative and discerning sales and development professional from the design and construction industry who is eager to revolutionize a stubborn industry by streamlining the way buildings are designed, fabricated and delivered. The Sales and Channel Manager qualifies new project opportunities, works directly with school districts to deliver new project sales for the company, develops strategic channel alliances with architects, builders and owner's representatives, and closes on a thriving education sales pipeline.

### Job Responsibilities

- Identify, qualify, close and manage, opportunities and accounts, including Schools and School Districts in Northern California, as well as and other targeted geographies and education sectors.
- Respond to incoming inquiries, qualify leads, and close deals
- Identify, qualify, and manage channel accounts such as builders, architects, and construction managers in the education sector in Northern California.
- Manage existing channel partner relationships and define and execute strategies for growth
- Define target partner criteria and articulate mutual value of potential partnerships from both channel partner and Project Frog perspectives
- Work with channel accounts to vet their customer base for logical targets and develop joint sales plans and co-marketing programs
- Develop deep understanding of Project Frog's product offering and processes impacting procurement and product delivery
- Shepherd development of proposals to potential partners and clients
- Identify level of investment required to make channel partners successful and liaise between channel partner and Frog's pre-construction, marketing, and design teams
- Represent Project Frog at relevant industry conferences, tradeshow and workshops.

### Specific Skills and Experience Requirements

- 8+ years of related B2B sales, business development, pre-con, consulting or account management experience
- BA/BS degree minimum
- Detail-oriented individual with excellent analytical and communication skills
- Excellent self-motivation, organizational skills, and comfort working in a collaborative, team-oriented sales team
- Experience in construction/architecture industry required
- Experience with public, K-12 procurement processes preferred
- Expert in using Microsoft Word, Excel, PowerPoint, Salesforce.com, experience using other valuable sales tools a plus
- Roughly 30% travel

To apply for this position, please send us a cover letter and your resume to [careers@projectfrog.com](mailto:careers@projectfrog.com), with the job title [Sales and Channel Manager](#) noted in the Subject field. Applicants must meet the aforementioned qualifications and live in the San Francisco Bay Area to be considered for this position. Due to the high volume of applications received, we are unable to comment on the status of an individual application. Your application will be reviewed and you will be contacted if you are chosen to move forward in our hiring process.

## **PROJECT FROG**

As a venture-backed company headquartered in San Francisco, CA, Project Frog is revolutionizing the building industry by applying technology and process to overcome the inefficiencies inherent to traditional construction. More than just a forward-thinking company, we are a team using each other's strengths and knowledge as resources to create bright, inspiring and sustainable structures with minimal environmental impact. We are award-winning business professionals, researchers, product designers as well as accomplished entrepreneurs and innovative builders who are looking for bright people to join our team. Our corporate culture is collaborative, fun, and results-focused, while encouraging open exchanges of new ideas and innovation. For more information, visit [www.projectfrog.com](http://www.projectfrog.com).