

**Job Title:** Corporate Sales Manager  
**Location:** San Francisco, CA  
**Department:** Corporate Sales  
**Reports to:** Director of Corporate Sales  
**Date posted:** Full-time Position

### **Job Summary**

Timbuk2's Corporate Sales Department makes very special bags for our corporate customers. Whether it's a messenger for a video game launch or backpacks for a conference, we build long term relationships with promotional products distributors and provide great one of a kind products. We cobrand with companies logos so their employees can get styled out with an awesome gift.

We are seeking a proven, strategic sales leader as a Corporate Sales Manager to lead a team of internal Sales Reps who are tasked with generating growth within our new and existing customer base. This individual will be responsible for generating revenue growth and achieving individual, team and organizational revenue and margin targets. They will also be a valuable contributor to the corporate sales strategy, leading implementation and driving execution to achieve corporate objectives. Ideal candidates should possess a solid business-to-business application sales and management history. This is a full-time position and will report to the Director of Corporate Sales.

### **What you'll be doing in this role**

Responsible for developing new business opportunities, ensuring customer needs are met satisfactorily, and ensuring that the company's presence in the promotional products industry is meeting the company's standards and expectations  
Develop and maintain relationships with key accounts in order to drive incremental revenue growth  
Train sales staff, implement sales incentive programs and goals to increase revenue performance  
Manage the sales process and oversee project management of orders and pipeline of future opportunities  
Plan and execute on regional and national trade shows  
Maintain an organized account and opportunity portfolio in Salesforce  
Report to leadership on forecasts and revenue tracking for the sales channel  
Execute on special projects to support bottom line and growth initiatives for the sales team and the company

### **What you'll need to rock this role**

5+ years relevant experience in Account Management and Personnel Management  
Ability to analyze business intelligence tools  
Familiarity with cloud-based Google Enterprise tools  
Experience utilizing CRM tools  
Initiative, drive, and out-of-the box thinking  
Self-starter; be your own master!  
High tolerance for stress mixed with a strong sense of urgency and a healthy dose of detail obsession  
Ability to express thoughts and ideas clearly through writing and on person  
Love of dogs and/or willingness to hang out with them in the office  
30% travel required

### **About Timbuk2**

[Timbuk2](#) was born in a San Francisco garage and raised on the backs of hard-working bike messengers. Since 1989, we've manufactured good-looking, tough-as-hell bags in our San Francisco factory. Timbuk2 bags outlast jobs, relationships and sadly, even some pets. We work hard, play hard and always always say "yes" to adventure. Read more about our history [here](#) .  
Click **here** to apply. Cheers!