



LIVE LOVE SPA is looking for an enthusiastic, dynamic, charming, hardworking self motivated outstanding sales professional to hunt for potential brand sponsors as a:

New Business Development Manager

Candidate must have the following qualities:

- Identifies and helps to develop strategic relationships with partners or potential customers.
- Actively identify and generate prospects through strategic sales strategies focusing on customers in target markets.
- Achieves revenue goals.
- Account management to enhance client retention and new sales through referrals and references.
- Set up Phone Appts daily (and in person meetings occasionally) with clients to discuss business relationships, developing proposals and presenting solutions, via screenshare and other communication methods.
- Daily reporting in Salesforce, create and distribute reports
- Travel required - for events and tradeshow.
- May be able to work from home or office in Santa Ana, CA (preferred but not necessary).
- 3-5+ years sales experience (within spa industry with a brand or selling to brands preferred)
- Team oriented as well as ability to work alone
- Creative energy and enthusiasm, driven & professional
- Spa, Beauty, Wellness, Hospitality, Gift, Fashion experience preferred or experience selling software solutions.
- CRM software and other computer skills necessary.
- Salary – Base plus commission – 50-80k+ based on experience.

LIVE LOVE SPA is a next generation start-up, striving to bring innovation and unique experiences into the world of spa and wellness. Our organization values ability over experience, relationships over management, and teamwork above all. We have an eclectic crew of energetic, positive individuals that blaze the way forward by working harder and smarter. We also are known to relax, sing songs, dance and continue to be awesome at every chance we get. We find passion in what we do, live to strive in fast-paced, dynamic environments, and love smelling the entrepreneurial fruits of our labors.

Email Inquiries Only:

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