

Job Title	Lighthouse Sales Associate
Employer/ Agency	Allies Against Slavery
Job Description	<p>We are seeking a Lighthouse Sales Associate to drive the continued growth of our innovative initiative to identify and help victims of trafficking. Your job is to advance the Allies mission by helping scale the adoption and implementation of Lighthouse, our enterprise software solution that frontline professionals use to screen vulnerable clients for trafficking, securely store that information, and gain immediate insights from their data.</p> <p>As the Lighthouse Sales Associate, you'll manage the go-to-market strategy for the software while managing the sales and partnership support functions associated with that strategy. Initially, you'll be a sales team of one, working closely with the CEO and Product Strategist to execute every aspect of the sales cycle. You will develop a keen understanding of customer requirements and how to position Lighthouse while embodying Allies' mission. The Lighthouse Sales Associate must be adept at navigating uncharted territory, and you'll get to work in an exciting, fast paced, start-up environment with a small but mighty team that is tackling one of the most critical human rights abuses we face today. As a key member of a small organization, the Lighthouse Sales Associate will also play an active role to support the overall mission of Allies.</p>
Qualifications	<p>1-2 years minimum of experience in a fast paced, start-up environment with a proven track record of leading up and effectively growing programs and/or products</p> <ul style="list-style-type: none"> - Experience in software sales and marketing; strongly preferred if that experience is with nonprofits, healthcare organizations, or government agencies - Strong technical background with knowledge of SaaS applications - Knowledge of and/or experience in the field of human trafficking, domestic violence, or child abuse preferred - Experience successfully managing processes, protocols, and business plans within a team to achieve big goals - Strong analytical skills and financial acumen, with the ability to manage budgets, forecast sales, and oversee a deal pipeline - A self-starter with a builder mentality, combining exceptional professional discipline and organizational skill; you love executing on a vision and get excited about taking something to the next level - Comfortable with a variety of responsibilities – we're lean so we all have to roll up our sleeves! - Comfortable with a minimal amount of direction and high expectations; you are willing to tackle projects without much guidance or structure. In ambiguous situations, you are the one who builds structure, game plans, and next steps. - Perseverance is your MO; to you a “No” is just the beginning of “Yes” - Fits the Allies culture: Committed to Justice, People-Oriented, Adaptable, Collaborative, Creative, Operate with Integrity, Continuously Learning - Bachelor's Degree from an accredited college or university
Salary/Hours	TBD

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Application Method	https://angel.co/jobs/signup?slug=allies-against-slavery&job_listing_id=557562&source=showcase_listing_nav
Opening Date	Immediate

To post a job opportunity or if your response to this job posting results in successful employment, please email the GCSW Office of Alumni and Career Services at mswjobs@central.uh.edu with the hiring details of your new job opportunity. Thank you.