# Job details

"Strength lies in differences, not in similarities."

We're ThePeople. Our mission is to provide software that streamlines the HR process and helps you onboard the best talent. From AI-powered recruiting to automated payroll to overall HR management, we help companies centrally manage all their employee data, so their HR teams can focus on what's most important.

ThePeople's vision has resonated across the country over the last 13 years. With an increase in demand, we're seeking a sales manager at our new Boston ofﬁce to help us focus on penetrating the East Coast SMB space, emphasizing ﬁnancial and accounting companies. It's a tall order to ﬁll, but the opportunities and beneﬁts are virtually endless. Ready to work hard, play hard?

# About the company

At ThePeople, our focus and mission are in our name. Creating better organizations with a solid people-centric work culture is our passion. We've helped over 12,000 companies across the country focus on their people by empowering them to step away from their admin work.

We started with a half-dozen folks and a bold vision in an LA co-working space. Fast forward to 13 years and 3 rounds of funding later, and we've now expanded to 5 locations across the country with over 130 employees, and no plans of slowing down! Want to learn more? Email us at [hello@thepeople.com.](mailto:hello@thepeople.com) Better yet, pay us a visit and see ThePeople mission in practice!

# What you'll do

* Lead a sales team of 6 focused on introducing ThePeople's all-in-one HR solution to clients across the East Coast
* Troubleshoot and build on our 6-month, 1-year, and 5-year strategy to maximize impact
* Grow our sales team by attracting top talent while nurturing the talent already at ThePeople through regular coaching sessions
* Create a framework to set, measure, and report on KPIs for sales efﬁcacy and adjust strategies based on data
* Travel (occasionally) across the East Coast to support the sales team when meeting with larger clients
* Work with other departments as needed to best position ThePeople product suite (marketing, events, HR)
* Oversee customer accounts

# Who you are

* 4+ years sales and sales management experience in a high-growth or HR company
* Strong communication skills, self-starter, organized, and unafraid of hard work
* Bachelor's degree preferred (Marketing, Sales, Psychology, Business, etc.)
* Visionary strategy skills and solution-oriented mindset
* Can attract, retain, and coach sales talent, foster deep, lasting relationships with customers
* MS Suite, particularly Excel experience (CRM experience preferred such as Hubspot)

# What we offer

* $140–188K, plus uncapped commissions and yearly bonus
* 100% coverage for health, dental, and vision
* 6% 401k matching
* Unlimited PTO, paid sick leave and parental leave
* Hybrid work policy (2 days WFH)