

SIPBAR

POSITION OPEN: **Business Development & Partnerships**

New York, NY | Sales & Partnerships | Full-time | TODAY

SIPBAR is an online booking platform to order a full service bar that is brought directly to any event. Easily organize a full bar service at www.sipbar.com and an amazing team of bartenders will service premium beer, wine, spirits and specialty cocktails. SIPBAR's service includes bartenders, product, ice, cups, garnish, mixers, rentals, food catering and anything else needed to set up a fantastic event.

SIPBAR is looking for someone to take on Business Development & Partnerships in New York. In this role, you are expected to identify event opportunities, build relationships and establish key partnerships in our event verticals.

You're Our Dream Candidate Because

- You love cool events.
- You love event planning.
- You love music, art, food, drink and culture.
- You have an appreciation for quality cocktails, beer, and wine.
- You love your friends.
- You're passionate and love sharing your interests with others.
- You have been a bartender and/or event planner in a past life, or present (not a necessity).
- Bad events make you cringe.
- You are energized by people.
- You have experience with sales & partnerships at another company.
- You have the ability to initiate conversations and have an eye for identifying opportunities.

- You can speak confidently with new people and maybe even make them laugh!
- You are a hustler and are self-motivated.
- You have the ability to multi-task, prioritize, and manage time effectively.
- You believe that SIPBAR.com changes the way that people plan and host events.

How You'll Make an Impact

- You'll be responsible for managing all sales activities including direct-to-customer sales and setting up partnerships to drive new business.
- You'll be responsible for optimizing sales strategies, offerings and pricing in your market.
- You'll be responsible for building and managing a sales database and deal pipeline.
- You'll be responsible for creating decks, taking meetings, and pitching prospective partnerships
- You'll source new sales and partnership opportunities through inbound leads, and outbound efforts through attending networking events and outbound calls and emails.
- You'll attend a lot of events that SIPBAR is booked at - *the best opportunity to build relationships and connect with referrals.*
- You'll create opportunities for special projects and events to foster brand and sales development at SIPBAR.
- You'll focus on customer service and client relationships to ensure excellent SIPBAR experiences for each and every client.
- You'll close sales, process orders, and achieve monthly revenue targets.

Why You'll Love Working at SIPBAR

- We're a collaborative, caring, and close knit team.
- We're open minded.
- We're energetic and passionate.
- We focus on quality, always.
- You'll make an impact everyday.
- We don't just talk about doing things—we actually get them done.
- You'll work with a small team, grow the business, and grow the team.
- You'll be apart of a young company that is expanding into new markets.

- You'll take leadership and responsibility for your role.
- You'll have your hands in all aspects of sales and business development.
- You'll have insights into all aspects of growing a start-up.
- You'll work directly with the founders and leadership team.
- You'll have tons of autonomy and join an amazing team!

To apply, please send us your cover and resume to careers@sipbar.com.