



WE ARE LOOKING FOR B2B SALES SPECIALISTS!

Mindhatch is looking to expand its team and turbocharge its impact by hiring one or more part-time B2B Sales Specialists for an initial 4-month contract. Mindhatch helps companies and organizations create the conditions for innovation and creativity to thrive through: Design Thinking, Organizational Improv™, Innovation Facilitation, and Diversity & Inclusion.

B2B SALES SPECIALISTS



Mindhatch is looking to expand its team and turbocharge its impact by hiring multiple part-time B2B Sales Specialists for an initial 4-month contract, which ideally would develop into a full-time or long-term contract based on mutual fit.

Mindhatch helps companies and organizations create the conditions for innovation and creativity to thrive through: **Design Thinking, Organizational Improv™, Innovation Facilitation, and Diversity & Inclusion**. We have a strong track record of growth in our 7 years in business, having worked regularly with medium and large corporations and nonprofits who have a strong desire to solve problems creatively, significant interest in their people and culture, and understand the value of bringing in outside expertise.

About Mindhatch

- We believe that all work is human-centered and that people are your business, which is why we help organizations put the human experience at the center of their thinking.
- We inspire, play, experiment, and take a “yes and” approach to everything we do. At our core, we are born testers of assumptions, lovers of the counterintuitive, and embracers of change.
- We are one of the rare firms that are equal parts business and creativity, strategically balancing real-world requirements with “what if” possibilities.
- We are dedicated to creating equitable and inclusive work cultures where the difference is viewed as the asset that it is, where all voices are welcome, and—as a direct result—businesses and individuals thrive.

We are headquartered in Seattle, WA but serve clients all over North America and are ready to serve globally. Learn more about our services at www.mindhatchllc.com/services/

The types of services you would be prospecting, qualifying, and generating leads for are:

- Workshops
 - Short (ex: 2-hours)
 - Full day
 - Multi-day
 - Extended series
- Consulting engagements
- Advisement and coaching

B2B SALES SPECIALISTS



Sales Specialist Duties & Responsibilities

- Generate and qualify leads via phone, email, and/or other methods
- Promote products/services to past customers and prospects
- Schedule client “intake” calls between client prospects and Mindhatch Founder & CEO
- Clearly identify the opportunity and customer needs prior to scheduling call with Mindhatch Founder & CEO
- Maintain a professional, authentic, and positive attitude and lead with a mindset of solving problems for the customer.
- Source and develop client referrals
- Track all activities within Mindhatch’s CRM Tool
- Communicate regularly with Founder & CEO on results

Candidate Requirements & Qualifications

- Deep personal and professional networks in some or all of the following areas: human resources, design, UX design, innovation, diversity and inclusion
- Excellent customer service and communication skills, both verbal and written
- Aptitude for negotiation and persuasion
- Highly motivated, determined, and target driven
- Expert in time management and personal organization
- Proven track record in the B2B sales environment a plus
- Ability to create and deliver client presentations
- Familiarity with BRM and CRM best practices Bachelor’s degree preferred but may accept relevant experience
- May be located anywhere, but must be available to virtually meet with Founder and/or client prospects at times convenient to United States time zones, primarily 9am–5pm Pacific (PST).
- High degree of comfort using tools such as Google Drive, Zoom, and Pipedrive.
- Excellent English language skills; non-native speakers are welcome to apply.

Compensation Structure:

Flexible. Will be finalized in collaboration with selected Sales Specialist(s), but may include a combination of flat fees and/or percentages at various milestone stages of the prospecting cycle.

To Apply:

Send your resume and a brief statement of interest to careers@mindhatchllc.com no later than March 31. Select candidates will be contacted for an interview shortly thereafter.