

# HOLLYHOCK

**Position:** Community Outreach Lead (Business Development)

**Reports to:** Marketing Manager

**Term:** Full-time (5 days and 40 hours per week), permanent

**Location:** Remote within BC, ability to travel to Cortes Island 4-5 times a year

**Compensation:** \$52,000- \$65,000 plus benefits and a discretionary bonus based on meeting revenue targets

## ABOUT US

Hollyhock creates meaningful experiences to inspire personal growth and social transformation. We host a variety of training and programs each year on our Cortes Island campus and online, immersing our staff in a culture of connection, personal growth, and progressive social change.

## SUMMARY OF THE ROLE

The Community Outreach Lead reports to the Marketing Manager and is responsible for sharing Hollyhock's programs with mission-aligned organizations in the pursuit of program registrations for social impact. The role will reach out to new and existing stakeholders and act as a guide to suggest and sell Hollyhock programs based on organizational needs.

## WHAT WE ARE LOOKING FOR

You have a strong commitment to Hollyhock's vision and mission and firmly believe that personal growth catalyzes social transformation. You are a people person, driven by a desire to provide solutions to the challenges people and organizations face. You are patient, a great listener, love problem-solving, AND are not scared of sales targets, and know how to close a deal. You are looking to tie sales to social impact and are ready to join a growing organization.

## KEY RESPONSIBILITIES

- Maintaining and increasing Hollyhock's business-to-business sales.
- Acquiring new customers and increasing Hollyhock's customer portfolio.
- Maintaining relationships and increasing sales with existing customers.
- Identifying appropriate programs for organizations through meetings, research, and experience.
- Managing lead proposals from organizations and supplying consolidated proposals back to the Marketing Manager and the organizations.
- Developing and executing a sales plan focused on growing revenue targets.

## QUALIFICATIONS

- Minimum of 3 years in a business-to-business sales role with a proven track record in developing sales pipelines and customer relationships.

- Degree or diploma in marketing, business, or communications.
- Proven record of building a customer portfolio.
- Compelling and clear communicator in multiple settings: one-on-one pitching, remote digital communication, and public speaking.
- Excellent customer service skills.
- Strong interpersonal skills.
- Ability to effectively communicate program content to high-level executives.
- Skilled with using digital tools such as Zoom, Asana, Slack and Google Docs.

### **APPLY**

The complete job description can be found at the link below.

If you think this position sounds like the right fit for you, please apply with your **cover letter** and **resume** [HERE](#).

**This position will remain open until filled.**

*Hollyhock believes that employees who reflect the diversity of the communities we serve strengthen our ability to achieve our mission. We strongly encourage applicants of all genders, ethnic and cultural backgrounds, sexual orientations, abilities, and with a range of life experiences to apply. Please feel free to state any aspects of your identity that may contribute to diversity in our workforce in your cover letter, so we can prioritize your application.*