



## **Head of Sales (New York, NY)**

**Desired Start Date:** January 2020

### **About Vivvi:**

Vivvi is the first company focused on providing employer-sponsored, on and near site child care for companies of all sizes, including full-time and back-up care. By working with employers, Vivvi provides a world class program to parents and employers at a fraction of the cost with no long term commitments or capital expenditures, while honoring the potential of its people to unlock the power of the whole organization.

Vivvi's inquiry-based child care and preschool programs inspire a lifelong love of learning for children ages 6 weeks to 5 years old. Its programs are designed for today's families with robust parent engagement, seamless work-life integration and a standard 7 AM to 7 PM. schedule that runs 250 days a year. All corporate employees receive free child care at Vivvi for their children.

### **The Opportunity:**

Vivvi's leadership is seeking to hire a Head of Sales to scale our impact to new sites starting in New York and then around the country. S/he will report to the CEO and be responsible for designing, executing upon, and evaluating sales systems for the next 6 sites in anticipation of as many as 200 over the next decade.

### **Responsibilities**

- Achieves sales goals set by CEO by maintaining and closing corporate partners through parent and network referrals, strategized cold outreach, following up on leads, and general exposure to the wider employer marketplace
- Develops employer sales targeting, outreach and execution strategy and develops all inbound corporate.
- Evaluates potential client needs, mission, and current benefits to develop sales strategy
- Works with Head of Marketing and admissions teams to educate potential employee customers on offering to serve as internal advocates and to increase the timing of enrollment
- Works with Head of Marketing on collateral specific for potential partners and outreach strategy
- Works with account management and operations teams to hand off closed corporate partners into on-boarding work flow.
- Develop relationships with benefits brokers

### **Qualifications**

- 10+ years in sales of benefits and services to HR professionals and C Level
- Robust professional network in the HR/Benefits space
- Experience selling to medium sized (200-2,000 FTE) companies preferred
- Strong public speaker
- Can multi-task and maintain tracking systems

### **To Apply:**

Send a resume and cover letter to [careers@vivvi.co](mailto:careers@vivvi.co)