



Sales Manager (New York) Job Description

Cadence Translate (www.cadencetranslate.com) brings U.N.-style translation to the business world. We're able to stream real-time translation into conference calls and live events. We use a network of the world's best translators together with world-class conference call and streaming technology. Our users are able to experience. We are a venture-backed company whose investors include 500 Startups, the founder of Dianping (大众点评), and several luminaries from the interpretation industry.

We have offices in San Francisco, New York and Beijing. You will be a sales manager covering Asia, ideally based in Beijing, but at a minimum committed to spending the first two to three months of your tenure with us in Beijing.

Your day-to-day responsibilities will include:

- Contacting and qualifying new leads
- Negotiating service agreements
- Managing renewals for existing clients
- Liaising with Client Relationship Managers who oversee day-to-day activity within accounts
- Participating in networking events and industry conferences

Required:

- **You must have** previous sales experience in the professional services industry OR a non-sales job that allowed you to build a significant network of contacts in the professional services industry (e.g., Corporate Access at a bulge-bracket bank). Our business is highly referral-driven, and a core company value is "win the referral".
- **It would be great if you have** previous work experience in a firm that uses translators or interpreters
- **You must be able to** speak and write fluent English and Mandarin. You will be needing to liaise with both English-speaking and Mandarin-speaking counterparties.
- **We're looking for someone with** interpersonal communication skills, the ability to multi-task and work effectively under pressure and competing priorities

Traits of Ideal Candidate:

- Previous work experience that included cold calls, LinkedIn outreach, and in-person networking events
- Awareness of differences between translation, transcription and interpretation
- Familiarity with Salesforce a huge plus

This is a full-time role that may require up to 25% of your time travelling. Our NYC office location is the 85th floor of 1 World Trade Center. Candidates must commit to spending the first 2-3 months of their tenure in Beijing in a rotational program focused on the operations of the company.

Compensation includes commission and participation in the company's Employee Stock Option Pool.

The career track for this role is focused on maturing into a sales leader who manages a global network of sales team members. Your initial supervisor will be the company's CEO.

To apply, please go to www.cadencetranslate.com/apply and have your CV and LinkedIn profile ready.