



NOW RECRUITING!

Sales Coordinator

TO APPLY, SEND:

- 1. **Brief Cover Letter**
- 2. **Resume**

Email Application → admin@sharingalaska.com

STATUS

- Part-time
- Anchorage-based / hybrid work environment
- ~10-15+ hours / week

COMPENSATION

- ~\$20 – \$25+ an hour DOE + bonuses
- Opportunities for paid training, advancement, and full-time conversion w/ health insurance

COMPANY OVERVIEW

Sharing Alaska is a rapidly growing tourism media startup. Sharing Alaska was born out of a desire to share the beauty and wonders of Alaska with locals and visitors alike. We partner with local businesses and tour operators to create a strong, sustainable, and eco-friendly tourism economy in the Last Frontier.

POSITION OVERVIEW

We are in search of a motivated Part-Time Sales Coordinator to drive our business-to-business sales efforts. This role focuses on selling Sharing Alaska's partnership packages, including tour partnerships, advertisements, consulting services, and promotional packages. The successful candidate will foster direct relationships with tour companies and other relevant businesses, ensuring they capitalize on Sharing Alaska's vast service offerings.

We are looking for a self-disciplined, organized, and client-facing people-person with knowledge of the tourism industry and social media to join the Sharing Alaska team!

KEY RESPONSIBILITIES:

- **B2B Sales:** Pitch and sell Sharing Alaska's range of partnership packages to prospective tourism businesses, emphasizing value and ROI.
- **Relationship Building:** Foster and maintain positive, relationships with Alaska tourism companies, hotels, restaurants.
- **Product Knowledge:** Stay updated with Sharing Alaska's services, promotional packages, and other offerings to provide accurate and compelling sales pitches.
- **Feedback Collection:** Gather feedback from clients and prospects to refine sales approaches and inform potential product enhancements.
- **Collaboration:** Work closely with the social media teams to develop compelling sales materials and strategies.
- **Reporting:** Track, analyze, and report sales metrics to senior management, ensuring targets are met.

QUALIFICATIONS:

- 2-3+ years of sales experience, ideally business-to-business (B2B) or corporate sales
- Startup or early-stage company experience a PLUS
- Excellent communication, presentations, and negotiation skills (written and verbal) and attention to detail
- *Preferred* Bachelor's degree in Business Administration, Marketing or similar
- Knowledge and experience with Alaska's tourism industry and Alaskan culture, landscape, and lifestyle
- Familiarity with social media platforms such as Instagram, TikTok, Facebook, YouTube, and Twitter
- Adept at using design tools like Canva, Adobe Suite or similar
- Ability to work independently and collaboratively in both a remote setting and in Anchorage, Alaska