

Sales Manager – Digital – Los Angeles

Position title:	Sales Manager - Digital
Company:	MOJO RENTAL North America llc.
Location:	Los Angeles, CA
Reports to:	Managing Director

MOJO Rental, part of the globally renowned EVAGO Group with over 40 years of expertise, specializes in providing world-class event infrastructure solutions. Their offerings include crowd control barriers, event flooring, stage decks, platforms, and event furniture rentals, catering to concerts, festivals, trade shows, and corporate events.

Role Content and Purpose

The Digital Sales Manager is a pivotal role responsible for accelerating growth and driving MOJO Rental's success in the North American market. The role will play a critical part in achieving and surpassing sales and business objectives. Reporting directly to the Managing Director, the Digital Sales Manager will oversee daily digital sales operations, collaborate closely with all other departments, and spearhead strategies to expand MOJO's digital footprint and revenue streams

Specific responsibilities:

- **Business Development:**
 - Develop and implement a robust framework and strategy for revenue growth in the digital space
 - Drive commercial performance within the rental business, with a focus on establishing a strong presence in the digital sales market for events
 - Maintain accountability for sales outcomes and customer satisfaction metrics
 - Cultivate and support local client relationships while proactively identifying new commercial opportunities
 - Utilize a high-level contact network to drive business development, solution innovation, and pipeline expansion
 - Analyze market trends and demands to adapt strategies effectively
 - Optimize sales processes and customer touchpoints for efficiency and impact
 - Build sales and commercial capabilities to enhance customer acquisition and foster a sales-led culture
 - Represent MOJO externally to clients and business partners
 - Leverage a deep understanding of business and profitability drivers to streamline trading models and crew new commercial opportunities
- **Digital Sales Leadership:**
 - Define and execute a growth strategy for digital sales within the MOJO Rental business
 - Collaborate with Digital Group team to expand the online presence of mojorental.com
 - Implement workflows for lead management and marketing materials aligned with group's corporate identity

- Track and manage digital performance using KPIs to maximize impact and ROI
- **Character and Leadership:**
 - Build, motivate, and lead a team-oriented culture that prioritizes achieving an exceeding sales and business goals.
 - Foster a success-oriented environment characterized by entrepreneurialism, measured risk-taking, continuous learning, and personal accountability
 - Represent MOJO in a positive and responsible manner with external partners and vendors
 - Transform customer successes into compelling narratives to drive broader market development

Qualifications and Attributes:

- Proven experience in digital sales and business development, preferably within the event or asset management industries
- Strong commercial acumen and entrepreneurial mindset
- Demonstrated ability to set and achieve ambitious sales targets
- Excellent interpersonal and communication skills for building relationships with clients, partners, and internal stakeholders
- Analytical skills to interpret market trends and performance data to inform strategic decisions
- Ability to lead and inspire a team, fostering collaboration and a high-performance culture

This job description outlines key responsibilities and qualifications for a Warehouse Manager role.

Benefits:

- **Competitive Salary and performance-based bonuses**
- **Health, dental, and vision insurance**
- **PTO and holiday pay**
- **401k and FSA**
- **Opportunities for career growth and development:**

Please send all resumes to: recruiting_us@mojorental.com