



Career Posting – Sales Manager, Madison

The Sales Manager is responsible for generating sales for Lodgic Events and Lodgic Workplace at Lodgic Everyday Community. This position will maintain and exceed sales targets defined by management. Individual must be able to work under pressure, meet deadlines and achieve weekly targets while offering a very high level of Customer Service. The successful candidate will understand what motivates customers to buy and know how to tap into those needs and desires in an effective way.

Lodgic Everyday Community

Lodgic Holdings Inc., dba Lodgic Everyday Community, is a wholly owned subsidiary of Moose International, one of the world's largest and oldest fraternal orders.

Over the next few years, 50% of America's workforce will be self-employed, freelance, or remote working in some capacity. The traditional work-life balance has changed; work and home are no longer separate and managing responsibilities to both has become a juggling act.

Lodgic Everyday Community was conceived in response to this dramatic change in the national workforce and changes to the lives of modern families. Lodgic Everyday Community:

- is the nation's first-ever destination uniting flexible coworking and offices, state-licensed childcare, meeting and event spaces, and all-day food & beverage under one roof;
- is designed to support and empower modern working families, entrepreneurs, mobile professionals, and whole communities to thrive in their aspirations; and
- delivers an uplifting, service-oriented, collaborative, hospitality-forward experience that serves the modern worker's need for flexibility and support in key areas of life and at all times of day.

At Lodgic Madison users are welcome to plug in when they want, how they want, leveraging just one service area or all:

- Lodgic Workplace is membership-based, designed to serve a variety of coworking needs for solopreneurs, small businesses, remote workers, or anyone who wants a creative, energizing, design-driven, hospitality-forward professional environment where they can enhance their productivity, enrich their professional network, and enjoy professional support and hosting services not otherwise available to today's on-demand workers and small businesses.
- Lodgic Kids Camp is enrollment-based childcare for children 12 months to 12 years, open

to any parent who wants the best of both worlds: a high-quality, fully licensed, play-based learning environment and the flexibility of only paying for the care they use, with extended hours on nights and weekends, plus hourly and weekly package pricing available.

- Everyday Kitchen is a full-service, polished casual restaurant optimized to compete effectively in the overall Madison dining market with a modern comfort food menu centered on the restaurant's showpiece open-flame spitfire grill, plus creative takes on classic cocktails. A daytime café provides artisan coffee and juices and a wholesome menu of fresh-made sandwiches, salads, and pastries.
- Lodgic Events provides gathering spaces to host meetings, presentations, parties, and memorable catering or cocktail events.

Lodgic Everyday Community is designed as a scalable multi-unit brand poised for national growth. The first location opened in Champaign, IL, in 2018, followed by a second location in Madison, WI, opening in June 2020. A third location will open in Louisville, KY, in September/October 2020.

For more information, visit lodgic.org.

Sales Manager, Lodgic Madison

Core Job Responsibilities

- Work with Managing Director to create successful strategies to drive business.
- Maintain contact with top 50 employers, Fortune 200, Fortune 500 businesses in Madison and the surrounding area
- Book private events and increase guest usage for Lodgic Events and Lodgic Workplace
- Sell corporate membership packages and secure tenants for Lodgic Workplace offices and dedicated desks
- Obtain relevant information from event planners and interested members and send appropriate information in a timely and professional manner
- Communicate and work with events support team to ensure the highest caliber of execution
- Prior to event, assist to successfully ensure all event requirements are met and ready to be executed
- Attend networking and community business events with the desired outcome of building relationships and increasing sales to Lodgic Everyday Community

Duties

- Work private & Lodgic sponsored events as assigned and provide support to fellow teammates to maintain and exceed Lodgic hospitality standards
- Communicate issues and concerns with Managing Director and Leadership Team in a professional, constructive manner.
- Provide weekly sales updates to Senior Leadership Team

Qualifications and Experience

- 5-10+ years in B2B sales experience
- Minimum three years in Hospitality/Restaurant industry with management experience
- Minimum one-year event logistics and planning
- 4+ years in leadership sales position
- Track record of superior performance metrics
- Computer Skills including Word, Excel, PowerPoint, Catering Software (Nexodus and NorthStar experience a plus)
- Excellent written communication, verbal communication, and organizational skills
- Ability to work extended hours including nights and weekends
- Ability to conduct site visits and client tours
- Public speaking experience a plus

Compensation & Benefits

- Competitive salary with incentive program, paid time off, and holidays.
- Basic life/AD&D, short-term and long-term disability, and employee assistance program; optional Blue Cross Blue Shield medical (PPO), dental, vision, voluntary life, critical illness, and accident insurance.
- 401(k) retirement savings plan through Voya (safe harbor and company match after one year).
- 50% off shift meal, plus 25% off all non-shift food-and-beverage purchases (up to three guests).
- One complimentary Lodgic Workplace membership.
- Discount on childcare with Lodgic Kids Camp

Other Responsibilities

This job description excludes non-essential and marginal functions of the position that are incidental to the performance of the fundamental job duties. Furthermore, the specific examples in each section are not intended to be all-inclusive. Rather, they

represent the typical elements and criteria considered necessary to perform the job successfully. Other job-related duties may be assigned by the Managing Director.

To Apply

Please submit your qualifications and a cover letter to **careers.madison@lodgic.org**.