

Title: Sales/Marketing Manager	Group: Visual Thesaurus
Location: New York City	Reports to: CEO

Abstract

Downtown New York based Thinkmap, Inc., a rapidly growing software company, is looking for a Sales/Marketing Manager to focus on institutional sales of the Visual Thesaurus, an award-winning educational software product that improves literacy and encourages people to explore and learn language through an innovative interface. See it in action at <http://www.visualthesaurus.com>.

As Visual Thesaurus Institutional Sales/Marketing Manager, you manage and grow our internal sales and marketing team. Your job is to increase the effectiveness of the current team, and work on closing large institutional and strategic deals. Please send your resume and cover letter to employment@thinkmap.com.

Focus

- Develop overall sales and marketing strategy
- Manage and build internal sales and marketing team.
- Develop strategic opportunities and help close deals.
- Help reseller partners price and close larger deals
- Document and track all activity through our network-based CRM tool (Salesforce), including lead/prospect data entry, detailed activity reports, setting tasks for follow-up, lead tracking and probability statistics.

Criteria

- Experience in educational software sales
- Minimum 3+ years Management experience
- A consistent and exemplary track record in business development and growth.
- Strong written and verbal communications skills

The Company

Thinkmap, Inc. develops and markets software that uses visualization to facilitate communication, learning, and discovery. We specialize in user interfaces and visualization mechanisms that allow end-users to more effectively browse and understand complex information.