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<https://workspacecooutsourcing.com/careers/sales-and-partnerships-manager/>

Sales and Partnerships Manager

Description

Let's Cut to It:

You're a closer. A relationship builder. A deal-maker who knows how to open doors, build trust, and turn conversations into revenue. You've done it before and you're hungry to do it again — but this time, with real ownership and unlimited upside.

We're looking for a Sales & Partnership Manager to drive revenue growth for our fast-growing virtual assistant company — and to be the person who turns our established partnerships into a serious revenue engine. This is part direct sales, part partnership building, and all about making big things happen.

If you love closing deals, building strategic relationships, and want a clear path to leading your own team, we should talk.

Who We Are:

We're Workspaceco — and since 2015, we've helped hundreds of businesses across the U.S. and Australia scale with exceptional offshore VA teams. We've developed a bulletproof system to recruit, train, and manage virtual assistants so our clients can grow faster, reduce overhead, and reclaim their time.

From startups to \$10M+ companies, our clients trust us to help them scale — and now, we're ready for our next big leap.

Responsibilities

- **Sales Execution** – Close deals from qualified leads and manage the full sales cycle from first contact to signed contract.
- **Prospecting & Outbound Strategy** – Own the full outbound function: identifying, prioritising, and engaging cold, warm, and hot leads through structured call campaigns, follow-up sequences, and pipeline nurture.
- **Partnership Development** – Build and activate strategic partnerships with trades associations, suppliers, and industry bodies.
- **Pipeline Management** – Keep the CRM clean, forecast reliably, and follow up with discipline.
- **Co-Marketing** – Coordinate joint webinars, lead magnets, and campaigns with partners.
- **Client Engagement** – Present tailored proposals that speak to trades business pain points.
- **Team Building** – Build the sales team from the ground up as the business scales.

Qualifications

You're Probably a Fit If You:

- Have 3–5+ years of proven B2B sales success
- Have experience in partnership development or channel sales
- Come from service-based industries (outsourcing, VA services, or trades)

Hiring organization

workspaceco

Employment Type

Full-time

Date posted

March 12, 2026

ideal)

- Are CRM proficient and data-driven in your pipeline management
- Are direct, confident, and persuasive in your communication
- Are comfortable working fully remote with high autonomy
- Back yourself to perform on a commission-only structure

Bonus Points If You Also:

- Understand trades businesses and their operational challenges
- Have existing relationships in the trades or construction industry
- Have leadership experience or team-building background
- Have worked closely with founders or in founder-led companies
- Thrive in fast-paced, high-growth environments

Job Benefits

- Commission-only start: \$1,000 per closed deal (uncapped) + partnership revenue trail
- Year 1 earning potential: \$150,000–\$200,000+
- Growth into a salary + commission structure is available as the business and team grows
- Fully remote — work from anywhere in Australia
- Dedicated PA to maximise your selling time
- Direct access to the CEO
- Clear pathway to building and leading your own sales team
- Real ownership, real upside, real impact

Contacts

If this sounds like your kind of opportunity, we'd love to hear from you. Apply today and let's build something great together.

Step 1: Click on this link to apply <https://forms.gle/MAgBZ1Gq5aUqpn9j9>

Step 2: [Please complete Predictive Index Behavioural Assessment](#) to be considered for this role