

EST.  1959

SAKANAGA

WEDDING & RETREAT VENUE

Job Title: Sales & Development Associate

Location: Sakanaga (www.sakanaga.com)

Position Type: Full-Time (Base Salary + Commission)

About Us:

At Sakanaga, we believe in providing an extraordinary backdrop where memories are made, nature meets celebration, and clients can disconnect from the ordinary to connect with what matters most. Whether hosting a dream wedding or a milestone corporate/special event, we pride ourselves on offering a breathtaking environment paired with intentional, top-tier hospitality. We are looking for a dynamic team member to help expand our reach and grow our footprint in the wedding and event space.

Position Overview:

Are you a creative connector with a passion for building relationships and a drive for business growth? We are seeking a motivated **Sales & Development Associate** to spearhead our sales pipeline for both weddings and private/corporate events.

In this role, you will be the primary heartbeat of our client relations—guiding prospective couples and event planners from their very first inquiry all the way to their big day. You possess a unique blend of creative vision and sales acumen, knowing how to paint a picture of what an event at Sakanaga can be while strategically driving revenue and hitting growth targets.

Key Responsibilities:

- **Pipeline Development & Strategy:** Proactively research, pitch, and develop a healthy, sustainable sales pipeline for weddings, elopements, and private/corporate events.
- **Client Communication:** Manage daily customer correspondence (emails, phone calls, social inquiries) with warmth, promptness, and exceptional professionalism.
- **Tours & Consultations:** Lead inspiring property tours and face-to-face client meetings, showcasing the unique beauty and flexibility of the Sakanaga grounds.
- **Relationship Building:** Network with local vendors, wedding planners, and community partners to increase brand visibility and drive referral business.

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- **Booking & Contracting:** Guide clients smoothly through pricing, packages, policies, and contract execution.
- **Seamless Handoffs:** Collaborate closely with the operations/on-site team to ensure every detail promised during the sales process is seamlessly transitioned to execution.

What We're Looking For:

- **Experience:** Proven experience in sales, hospitality, event management, or a customer-facing business development role (wedding or boutique venue experience is a major plus!).
- **The "Creative Connector":** Naturally charismatic, empathetic, and a great listener. You love people, understand different client visions, and can authentically connect prospective clients to the magic of Sakanaga.
- **Self-Motivated & Goal-Oriented:** A hunter's mentality when it comes to developing a sales pipeline, paired with the organizational skills to manage multiple leads at once.
- **Communication Wizard:** Excellent verbal, written, and interpersonal communication skills.
- **Flexible Schedule:** Ability to work some weekends and evenings as required for property tours and client events.

Compensation & Benefits:

- **Base Salary + Commission Payment Structure** (unlimited earning potential based on performance)
- **Benefits package including housing, meals, health insurance, and retirement plan (with employer matching).**
- **The opportunity to work in a stunning, nature-rich environment surrounded by a passionate team.**

How to Apply:

Does creating unforgettable experiences and growing a premier venue sound like your dream job? We'd love to meet you.

Please send your resume and a brief cover letter explaining why you would be a great fit for Sakanaga to bdean@onlifepath.org with the subject line "Sales Associate".