



HyVibe is hiring a Sales & Marketing Manager

About HyVibe

HyVibe's mission is to turn the world into a speaker. We do this by using patented technology called Active Vibration Design (AVD). Our system utilizes a system of actuators, sensors, and a processor to excite an object and generate high quality sound, while actively controlling the vibrations to compensate for the object's physical properties.

Our flagship product is the HyVibe System, a device used to turn the acoustic guitar into its own speaker and effect processor. Since its launch in 2019 won numerous awards, and established HyVibe as the leader in a new category of acoustic instruments.

Sales & Marketing Manager Job Description

HyVibe is seeking to hire an experienced Sales & Marketing Manager to help lead the expansion of the HyVibe System for its B2B and B2C market.

Objectives and responsibilities include:

- Drive B2B and B2C sales for the HyVibe System by creating, developing, and maintaining relationships with our customers and clients; including major musical instrument manufacturers, distributors, stores, and e-commerce
- Create product strategy documents that describe business cases, revenue, and ROI
- Analyze market data to develop sales strategies, and define product objectives for effective marketing communications plans
- Provide detailed and accurate sales forecasts
- Oversee the Community Management and Social Media strategies
- Identify and develop potential partnerships with related brands
- Cultivate relationships with Brand Ambassadors

Skills and experience:

- 3+ years of experience in sales
- Strong oral and written communication skills
- Proven ability to lead a team to meet quotas
- Excellent leadership skills
- Experience with CRM systems
- Experience with e-commerce
- Fluent in English and French

To apply, please send your CV and a brief cover letter to jobs@hyvibe.audio

More HyVibe info: www.hyvibeguitar.com & www.hyvibe.audio