

Office Leasing Manager

WeWork

Chicago

<https://www.wework.com/>

About Us

At WeWork, we provide inspiring and flexible workplace solutions to help businesses - small, medium or large - thrive in more than 150 cities globally. The future of work is happening right now, and we are leading this moment. United by a common purpose, here we will empower tomorrow's world at work. Join us on our journey as we give our members the freedom and support to push boundaries in their industries, and work to redefine our own.

About the Role:

This position will be accountable for sales and top-line revenue in 2-3 WeWork buildings by driving new sales and renewals of co-working offices.

This role has two main areas of responsibility:

1. Direct Sales, including:

- Owning the full sales cycle for <50p offices with new and renewing members. This involves pitching, touring, negotiating, and executing contracts
- Working with Leasing Directors on Asset Sales on the full sales cycle for 50p+ offices with new and renewing members
- Generating new sales pipeline for covered buildings

2. Content Expertise, including:

- Building: knowing the "ins and out" of assigned buildings as a whole and the local sub-market, inclusive of local attractions, changing trends, nearby competitors, and pricing
- Product: knowing the "ins and outs" of WeWork's physical spaces, value prop & platform
- Community: building and maintaining relationships with members / potential new members and key internal teams (e.g., Community teams, Facilities teams)
- Deal structure: the ability to creatively structure deals to optimize sales outcomes and understanding how different deal structures relate to WeWork's overall business objectives

Qualifications & Experience:

- 2 to 5 years full cycle quota-carrying direct sales experience or equivalent combination of education and experience
- Local market knowledge; 2+ years residence in the market strongly preferred
- Ability or willingness to learn to use WeWork data systems to produce reports on building & sub-market / market performance

- Quantitative aptitude to optimize sales outcomes, conduct analyses for internal stakeholders
- Proficiency in Salesforce preferred
- Quick learner and excited to learn about the real estate industry
- Strong interpersonal skills and presence
- Entrepreneurial & resilient mindset

Life At WeWork

Being a WeWorker is more than just a job. We believe the magic of work is sparked by the passion you bring, the places you go, the people you meet and the purpose you follow. And it starts here. Here you will brush shoulders with those who dare to dream and do. Here you will be welcomed by a diverse community that embraces and inspires you—because together we can achieve more. Here we challenge ideas, and explore new ways of getting things done. Whether you are part of our [Employee Community Groups](#), or part of a global project, we ask you to bring your open-minded attitude and collaborative spirit. In return, you will be part of a team where your unique perspectives are celebrated.

WeWork is proud to be an Equal Employment Opportunity and Affirmative Action employer. We do not discriminate based upon gender, sexual orientation, marital or civil status, pregnancy (or pregnancy-related conditions), gender identity or expression, transgender status or gender reassignment, race, color, national origin or ancestry, citizenship, religion or religious beliefs, age, physical or mental disability, genetic information (including genetic testing and characteristics), military or veteran status, or any other grounds or characteristic that is protected under the law.

As part of our commitment to health and safety, WeWork -- like a growing number of employers -- is requiring all U.S. employees to be fully vaccinated for COVID-19 as a condition of employment, absent a legal exception for reasonable accommodation. We provide unvaccinated new hires a 45-day grace period after their start date to get fully vaccinated or, if eligible, obtain a reasonable accommodation. If you believe that a legal exception may apply to you, please still apply for any role(s) you are interested in and, if you are hired, you will receive instructions on how to request a reasonable accommodation after your start date. Please note that roles that require in-person work -- currently, within our Community (excluding Member Experience), Facilities Management (including Security), Sales (excluding Sales Ops), and Member Technology teams -- will not be eligible for work-from-home as an accommodation because it poses an undue hardship on our business.