

Sales Manager

About Virga Labs

Virga Labs is a woman-owned, mission-driven water and natural resource consulting firm based in Tucson, Arizona. We build integrated modeling, analysis, and data visualization tools that demystify complex problems at the intersection of water, climate, and society. We believe that the democratization of data, paired with artful design, inspires creativity and empowers change agents to build a resilient future. We develop interactive decision support tools and immersive storytelling mediums that create actionable data experiences for our clients and collaborators.

Our expertise lies in transforming complex climate, hydrogeologic, and water resource data into intuitive, accessible tools for decision-makers. We work with governments, non-profits, and universities to address water and climate issues across the U.S., driving engagement and collaboration. Our solutions have translated complex data and legal frameworks into intuitive, actionable tools and maps that enhance stakeholder understanding and facilitate productive dialogue, both online and in-person.

We're seeking a Sales Manager to serve as the strategic bridge between prospective clients and our technical team, translating client needs into new business by selling our geospatial, data, and storytelling-driven services, while owning the full sales cycle from prospecting through close to ensure every new client's transition into delivery is seamless.

Purpose of Position

Own day-to-day new-business sales execution — prospecting, qualifying, and closing new clients — bringing a proven track record of selling professional services, particularly geospatial, data, and storytelling-driven solutions, while executing against the sales strategy and targets set by the COO.

Why This Role Matters

You're the hunter who brings in new clients, translating Virga's geospatial, data, and storytelling capabilities into deals that grow the business, while the COO sets direction and strategy and the Business Operations Manager keeps return-client accounts, RFPs, and marketing running smoothly.

Areas of Responsibility

- New-business pipeline development and qualification
- Sales strategy execution and forecasting
- Solution-based selling of geospatial, data, and storytelling services
- Client handoff coordination and onboarding support
- Market and competitive intelligence

Essential Functions

- Own day-to-day new-business pipeline management: prospecting, qualifying leads, and progressing opportunities through CRM systems in line with the sales strategy and targets set by the COO
- Sell Virga Labs' geospatial, data, and storytelling-driven service offerings to prospective clients, translating technical capabilities into clear business value for new audiences
- Lead new-business sales conversations and negotiations end-to-end, from initial outreach through contract close, escalating executive-level or strategic accounts to the COO as needed
- Partner with the COO on a regular cadence to review pipeline health, forecasts, and sales strategy

- Coordinate a smooth handoff of newly closed clients to the Business Operations Manager and delivery team to ensure continuity from sale through onboarding
- Maintain competitive intelligence and market awareness of the geospatial, climate, and water solutions landscape to inform sales approach
- Represent Virga Labs at industry events and conferences in a business-development capacity, generating and following up on new-business leads

Required Qualifications

- Bachelor's degree or equivalent experience
- Demonstrated track record of meeting or exceeding sales targets selling services, ideally in professional or consulting services
- Experience selling geospatial, data, or technology-driven solutions, with the ability to sell data and storytelling as part of the value proposition
- Strong presentation, negotiation, and relationship-building skills
- Experience with CRM systems and sales pipeline management

Working Conditions

- Remote work from Arizona or Colorado
- Full-time position with collaborative team environment
- Travel for client meetings, conferences, and business development (25-30% annually)
- Company-provided business tools and software licenses

Compensation and Benefits

- Salary: Base salary plus commission commensurate with experience
- Health, dental, and vision insurance (individual premiums paid by Virga Labs)
- 401(k) plan
- 16 paid holidays per year
- Flexible vacation policy
- Professional development opportunities

Start Date

As soon as September 2026

Why You'll Love Working Here

- Play a crucial role in solving critical water and climate challenges
- Work at the intersection of science, policy, and technology
- Opportunity to become a recognized expert in water and climate issues
- Collaborative, mission-driven team environment where your ideas are valued
- Direct impact on meaningful projects that benefit communities and the environment
- Professional growth opportunities in a rapidly expanding field

To Apply

Ready to apply? Please submit your application here: [Virga Labs - Sales Manager Application](#)

NOTE

Virga Labs is an equal opportunity employer and prohibits discrimination against applicants and employees on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, disability status, or any other legally protected status.