

30 companies opened 84 GTM/sales roles this week

Week of Oct 12, 2026 · first published or first seen Oct 9, 2026 – Oct 16, 2026 · 60 of 60 boards checked

TravelPerk

10 new GTM/sales roles opened this week (2 senior); 43 GTM/sales roles open on their board in total

Account Manager Long Tail - Italian Speaking

IC Barcelona (Remote) posted 2026-10-09

SDR Growth Markets - CEE

IC Barcelona (Remote) posted 2026-10-09

Account Executive - AmTrav

IC Chicago (Remote) posted 2026-10-09

Growth Marketing Manager, North America

IC Chicago (Remote); Boston (Remote) posted 2026-10-09 2 location postings

AI Revenue Systems Analyst

IC Barcelona (Remote) posted 2026-10-12

Senior Sales Development Representative - UKI

Senior Barcelona (Remote) posted 2026-10-14

Onboarding Specialist - Italian Speaking

IC Barcelona (Remote) posted 2026-10-14

Sales Development Representative - Swedish Market

IC Barcelona (Remote) posted 2026-10-15

Enterprise Account Manager DACH

IC Berlin; Munich (Remote) posted 2026-10-15 2 location postings

Senior Account Manager DACH

Senior Berlin; Munich (Remote) posted 2026-10-15 2 location postings

Braze

9 new GTM/sales roles opened this week (2 lead/manager, 3 senior); 74 GTM/sales roles open on their board in total

Sales Operations Systems and Data Lead

Lead/Manager Chicago; New York City posted 2026-10-09 2 location postings

Enterprise Account Manager

IC Berlin posted 2026-10-12

Senior Business Development Representative - Spanish Speaker

Senior Paris posted 2026-10-12

Senior Business Development Representative - Hebrew Speaker

Senior Paris posted 2026-10-12

Senior Business Development Representative - French Speaker

Senior Paris posted 2026-10-12

Web Marketing Program Coordinator

IC San Francisco; New York City; Chicago; Austin posted 2026-10-12 4 location postings

Business Development Representative, Enterprise

IC London posted 2026-10-13

Sales Director, Scale

Lead/Manager Singapore posted 2026-10-15

Customer Account Executive, Strategic Enterprise

IC Chicago; Austin; New York City; San Francisco posted 2026-10-15 4 location postings

Omni

8 new GTM/sales roles opened this week (2 lead/manager, 2 senior); 20 GTM/sales roles open on their board in total

Senior GTM Recruiter

Senior Remote - US posted 2026-10-13

Manager, Solutions Engineering

Lead/Manager United States (Remote) posted 2026-10-14

Senior Solutions Engineer, Pre-Sales

Senior United States (Remote) posted 2026-10-14

Solutions Engineer II, Pre-Sales

IC Remote - US posted 2026-10-15

Enterprise Account Executive, Singapore

IC Singapore (Remote) posted 2026-10-15

Mid-Market Account Executive, Australia

IC Sydney, Australia (Remote) posted 2026-10-15

Manager, Business Development (New York City)

Lead/Manager New York, NY posted 2026-10-16

Business Development Representative, Strategic (New York City)

IC New York, NY posted 2026-10-16

Mercury

6 new GTM/sales roles opened this week (3 lead/manager, 2 senior); 17 GTM/sales roles open on their board in total

Head of Media

Lead/Manager

San Francisco, CA, New York, NY, Portland, OR, or Remote within Canada or United States
posted 2026-10-09

Senior Risk Program Manager - Fraud & Disputes Enablement

Senior San Francisco, CA, New York, NY, Portland, OR, or Remote within Canada or United States
posted 2026-10-09

Tech Communications Lead

Lead/Manager

San Francisco, CA, New York, NY, Portland, OR, or Remote within Canada or United States

posted 2026-10-13

Relationship Manager

IC San Francisco, CA posted 2026-10-14

Senior Benefits Account Manager

Senior San Francisco, CA, New York, NY, Portland, OR, or Remote within United States

posted 2026-10-14

Creative Director - Brand Narrative

Lead/Manager

San Francisco, CA, New York, NY, Portland, OR, or Remote within Canada or United States

posted 2026-10-15

Ramp

6 new GTM/sales roles opened this week (3 lead/manager); 82 GTM/sales roles open on their board in total

Manager, Sales Development, Public Sector

Lead/Manager New York, NY (HQ) (Remote) posted 2026-10-09

Channel Partner Manager, Accounting

IC New York, NY (HQ) (Remote) posted 2026-10-09

Account Executive | SLED

IC San Francisco, CA (Remote) posted 2026-10-13

Manager, Account Manager | Growth

Lead/Manager New York, NY (HQ) (Remote) posted 2026-10-13

Brand Partnerships Manager

IC New York, NY (HQ) (Remote) posted 2026-10-15

Senior Manager, Account Manager, Enterprise

Lead/Manager New York, NY (HQ) (Remote) posted 2026-10-15

LaunchDarkly

5 new GTM/sales roles opened this week (2 lead/manager, 1 senior); 26 GTM/sales roles open on their board in total

Senior Director, Enablement

Lead/Manager Remote - US posted 2026-10-12

Senior Director, GTM Systems

Lead/Manager Remote - US posted 2026-10-12

Strategic Customer Success Manager

IC Remote - US posted 2026-10-15

Inbound Sales Development Representative - Boston

IC Hybrid - Boston posted 2026-10-15

Senior Program Manager, Revenue Operations

Senior Remote - US East posted 2026-10-15

Navan

5 new GTM/sales roles opened this week (2 lead/manager, 1 senior); 53 GTM/sales roles open on their board in total

Enterprise Account Executive

IC Amsterdam, NL posted 2026-10-13

Werkstudent:in, Sales

IC Berlin, Germany posted 2026-10-13

Senior Email Marketing Manager, Growth

Senior Palo Alto, CA or San Francisco, CA posted 2026-10-13

Senior Director, Growth

Lead/Manager New York, NY posted 2026-10-14

Director of Consulting Ecosystem

Lead/Manager New York, NY posted 2026-10-15

Pendo

4 new GTM/sales roles opened this week (1 lead/manager, 3 senior); 11 GTM/sales roles open on their board in total

Senior Pre- & Post-Sales Customer Engineer, Enterprise

Senior London, UK posted 2026-10-09

Senior Pre- & Post-Sales Customer Engineer

Senior London, UK posted 2026-10-09

Account Director Enterprise Sales

Lead/Manager Munich, Germany posted 2026-10-15

Sr. Account Executive Enterprise Sales

Senior Munich, Germany posted 2026-10-15

ShopMy

3 new GTM/sales roles opened this week (1 lead/manager, 2 senior); 15 GTM/sales roles open on their board in total

Senior Associate, Strategic Business Development & Partnerships - Australia

Senior Sydney, New South Wales, Australia posted 2026-10-12

Senior Associate, Strategic Business Development & Partnerships - Europe

Senior London, England, United Kingdom posted 2026-10-14

Business Development Manager

Lead/Manager New York, New York posted 2026-10-14

WHOOOP

3 new GTM/sales roles opened this week (2 lead/manager, 1 senior); 14 GTM/sales roles open on their board in total

Brand Marketing Lead

Lead/Manager Boston, MA posted 2026-10-14

Creative Director, Brand Design

Lead/Manager Boston, MA posted 2026-10-14

Marketplaces Senior Specialist, LATAM

Senior Miami (Remote) posted 2026-10-15

Ibotta

2 new GTM/sales roles opened this week (2 lead/manager); 16 GTM/sales roles open on their board in total

Team Lead, Account Management

Lead/Manager Hybrid - Denver (Remote) posted 2026-10-13

Senior Manager, Lifecycle Marketing

Lead/Manager Hybrid - Denver (Remote) posted 2026-10-13

Oura

2 new GTM/sales roles opened this week (1 lead/manager, 1 senior); 7 GTM/sales roles open on their board in total

Technical Revenue Accounting and Policy Manager

Lead/Manager Remote - United States posted 2026-10-14

Senior Retail Account Manager EMEA

Senior Hybrid - London, England posted 2026-10-15

Sprout Social

2 new GTM/sales roles opened this week; 12 GTM/sales roles open on their board in total

Bilingual Strategic Services Consultant

IC Remote US posted 2026-10-09

Account Executive, SMB

IC Chicago, IL posted 2026-10-09

Triple Whale

2 new GTM/sales roles opened this week; 7 GTM/sales roles open on their board in total

Account Executive, France Market (French-speaking)

IC United Kingdom posted 2026-10-14

Sales Development Representative

IC Remote US posted 2026-10-15

Yotpo

2 new GTM/sales roles opened this week; 6 GTM/sales roles open on their board in total

Commercial Account Manager

IC Toronto posted 2026-10-12

Enterprise Partner Manager, EMEA

IC London posted 2026-10-15

Algolia

1 new GTM/sales role opened this week; 17 GTM/sales roles open on their board in total

Business Development Representative

IC New York, New York posted 2026-10-09

Amplitude

1 new GTM/sales role opened this week (1 exec); 13 GTM/sales roles open on their board in total

General Manager, LATAM (Sales & Partners)

Exec Sao Paulo (Remote) posted 2026-10-14

Constructor

1 new GTM/sales role opened this week; 15 GTM/sales roles open on their board in total

Associate GTM Recruiter

IC Remote posted 2026-10-09

Contentsquare

1 new GTM/sales role opened this week; 12 GTM/sales roles open on their board in total

Enterprise Account Executive - India & SEA

IC Singapore posted 2026-10-15

Faire

1 new GTM/sales role opened this week (1 lead/manager); 15 GTM/sales roles open on their board in total

Head of Paid Marketing

Lead/Manager New York City, NY posted 2026-10-09

Gorgias

1 new GTM/sales role opened this week; 14 GTM/sales roles open on their board in total

Account Executive, Expansion - L1

IC Toronto posted 2026-10-12

Hopper

1 new GTM/sales role opened this week; these are the only GTM/sales roles on their board right now

Customer Success -Travel Operations Specialist

IC Philippines - Remote posted 2026-10-14

Mews

1 new GTM/sales role opened this week; 15 GTM/sales roles open on their board in total

Account Executive APAC

IC Australia posted 2026-10-14

Mixpanel

1 new GTM/sales role opened this week; 20 GTM/sales roles open on their board in total

Digital Adoption & Lifecycle Manager

IC Remote, US; San Francisco, US (Remote); New York City, US (Remote) posted 2026-10-09

3 location postings

Moloco

1 new GTM/sales role opened this week (1 lead/manager); 13 GTM/sales roles open on their board in total

Global Product Activation Lead (gPAL)

Lead/Manager

Menlo Park, California, United States; New York, New York, United States; San Francisco, California, United States; Seattle, Washington, United States

posted 2026-10-09

Route

1 new GTM/sales role opened this week; 2 GTM/sales roles open on their board in total

Account Executive

IC Lehi, Utah, United States posted 2026-10-13

Tapcart

1 new GTM/sales role opened this week; 5 GTM/sales roles open on their board in total

Solutions Engineer, Sales & Partnerships

IC United States (Remote) posted 2026-10-12

Thumbtack

1 new GTM/sales role opened this week (1 lead/manager); 8 GTM/sales roles open on their board in total

Sr. Commercial Strategy Manager

Lead/Manager Remote, United States; Remote, Ontario posted 2026-10-09 2 location postings

Vercel

1 new GTM/sales role opened this week; 29 GTM/sales roles open on their board in total

GTM Engineer

IC Hybrid - San Francisco, New York City, Austin posted 2026-10-15

Webflow

1 new GTM/sales role opened this week (1 lead/manager); 6 GTM/sales roles open on their board in total

Senior Manager, AI Customer Success

Lead/Manager U.S. Remote posted 2026-10-09

Source: public job board APIs (Greenhouse, Ashby, Lever). Seniority and function are inferred from job titles by keyword rules and can be wrong. Dates are the ATS's own fields (Greenhouse first_published, Ashby publishedAt, Lever createdAt, which is creation rather than publication).