Sales & Business Development Manager - Las Vegas

Full time - Las Vegas, NV, USA

At MapsPeople, we are entering a pivotal chapter of AI-led transformation and growth, scaling our indoor mapping and spatial intelligence platform for enterprise customers worldwide.

We are looking for a sales professional who knows the casino and hospitality industry from the inside: someone who has sold technology, software or services to casino, resort or hotel operators, understands how they buy, and already has relationships on the Strip and beyond. If you are motivated by building your own pipeline, owning your territory and closing complex enterprise deals, this role offers the opportunity to shape how MapsPeople grows in gaming and hospitality.

The Role

As Sales & Business Development Manager, you will be an individual contributor driving new business across the USA, with casinos, resorts and hotels as your primary vertical, reporting to Commercial Leadership. You will own the full sales lifecycle, from prospecting to close, and work with a high degree of autonomy to build your pipeline and execute a hospitality-first territory strategy.

You will help casino, resort and hotel operators guide guests across gaming floors, hotel towers, restaurants, shows and convention space with wayfinding, indoor positioning, room booking and occupancy insights. Deals range from $50k to $500k+ and often span multiple properties. Beyond casinos and hotels, you will open doors with convention centres, large venues and other complex campuses across the Western US.

What You Will Do

- Own the full sales cycle, from outbound prospecting and discovery to negotiation and contract close
- Build and grow relationships with casino, resort and hotel operators – from property presidents and VPs of hotel operations to guest experience, marketing, IT and digital leaders
- Proactively generate new opportunities using modern sales and lead-generation tools
- Build and maintain a healthy, forecasted pipeline, starting with Las Vegas casino resorts and hotels and expanding across the Western US, including tribal gaming and major hotel groups
- Navigate complex casino and hospitality buying committees – property and corporate leaders, IT, security, procurement and vendor approval – and reach the economic buyers
- Tailor value propositions to guest experience, operations and revenue goals – helping guests find gaming areas, restaurants, shows, pools and meeting rooms, and helping operators understand how their spaces are used
- Define and execute a territory strategy led by casino resorts and hotels, with convention centres and large venues as adjacent markets

What You Bring

- 5+ years of B2B sales experience in technology, SaaS or services, with a strong track record of exceeding quotas
- At least 3 years of direct experience selling to casino, resort or hotel operators
- An established network of decision-makers in casino and hospitality, IT or guest experience
- Proven success managing complex, multi-stakeholder sales cycles and enterprise deal sizes of $50k–500k+
- Strong communication, negotiation and presentation skills

•Fluency in English, both written and spoken

Key Skills

•Full-cycle enterprise sales, from outbound prospecting to close
•Pipeline building and accurate forecasting
•Navigating casino and hospitality buying committees, procurement and vendor approval processes
•Territory and vertical strategy for gaming and hospitality
•Presenting and demoing technical products to senior stakeholders is an advantage
•Understanding of casino and hotel operations and the guest journey – gaming floor, hotel, food & beverage, entertainment and convention spaces
•Experience in mapping, PropTech, GIS or spatial data industries is appreciated
•Experience selling complex SaaS solutions with long sales cycles is appreciated
•Experience selling casino or hospitality technology – such as guest-experience platforms, digital signage, property management, hotel or gaming management systems – is a strong advantage

Sales Tools

•Proficiency with HubSpot, ZoomInfo and LinkedIn Sales Navigator

What you get

This role is a strong fit if you want to:

•Have a high-impact sales role in a growing international company undergoing AI-led transformation
•Own your territory, pipeline and revenue outcomes
•Collaborate closely with cross-functional teams across Product, Engineering and Leadership
•Flexible, hybrid working from Las Vegas, close to your customers on the Strip, with travel to customers across the USA
•Join a collaborative, international work environment
•A competitive compensation package including base salary, commission, healthcare plans and retirement options

Ready to bring indoor mapping to casinos and hotels?

Apply here or send your application to juth@mapspeople.com.