

Director Business Development & Growth include.io & Tech Jobs Tour

Salary: 90K - 110K annual salary based on experience + bonus structure

Preferred city: New York or San Francisco

We are looking for leader to join our SQUAD on our quest to change the face of technology. We believe in hustle, execution and making things happen. Good ideas are everywhere, but the power is in those that can execute and make ideas a reality. We believe in human connections, and scaling relationships with the all the tools technology has to offer. And most of all we believe things don't happen without urgency and positive persistence. **This is our ethos.**

Responsibilities: Business Development

- All around product hustle.
- Helping connect the product to business goals.
- Helping define areas of user growth.
- Find and close customer leads.
- Effective communication with clients throughout the process to ensure full understanding and management of client's expectations and goals
- Develop and improve sales processes and collateral.
- Research and develop the awareness of trends, the marketplace and our competitors.

Perks:

- Health insurance by end of year
- The ability to work remotely
- Joining not just a team, but a squad of like minded teammates who are committed to solving tough problems, effective communication and professional growth.
- Ability to join different teams, use your skills and gain access to key learning in areas you do not have as much expertise

User Growth

- Identify areas of user growth
- Create and execute user growth strategy
- Build relationships with pro mentors and active users, especially those that we identify as mid-level talent.

Required Skills + Experience

- You love email, texting and all forms of communication.
- You love to write.
- You thrive in chaos while striving to create control within the chaos
- Experience in fundraising and/or sales
- Flexible and able to multitask; can work within an ambiguous, fast-moving environment, while also driving toward clarity and solutions.
- You're well-organized and solution-oriented
- You've got outstanding customer service skills