

Head of Business Development

Description

We are looking for a Head of Business Development to join our growing team expanding our success with some of the most sophisticated Investment companies and private family offices in the world. In this role you will be responsible for leading the development and sales process from start to finish. As the lead of our business development team, you'll play a critical role in growing our team and revenues while boosting the Way2B1 brand. We are looking for an entrepreneurial, collaborative leader with a passion for playing an integral role in our path to success. Our ideal candidate has a Minimum of 5 years experience in all or most of the following areas: business development, sales and partnerships. Significant and clearly demonstrated experience in SaaS Sales Proven track record of developing, executing, and optimizing high impact, go-to-market efforts Strong understanding of Financial Institutions, wealth management and Multi-family Office and Family Office landscape, bonus points for experience with or exposure to multi-family offices Analytical and able to independently conduct sizing / pricing analyses Mastered the art of listening to understand and turns that understanding into action both internally and externally Polished, persuasive and effective communication skills in all forms for the spectrum of audiences including senior level executives, key clients, internal Way2b1 teams and is a master of developing the substance and story of the message Understands the needs of the clients and industry and can convey them to internal stakeholders in a way that is clear and inspires action Not only stays up to date on the industry but able to understand and predict trends or events in the industry Is passionate about Way2B1's collective success and has a strong desire to drive the company forward Thrives in a fast-paced, start up environment Bonus points for Technical expertise in middle office operations within our target client organizations What you'll be doing Source, prospect, pitch, and close new customers in our target industries Use your in-depth knowledge of our product to identify the right fit client and market opportunities Develop lead lists, own outbound sales communications, source pitches, deliver executive-level presentations, negotiate & finalize contracts Maintain ongoing sales pipelines to drive continued revenue growth Build upon existing relationships with key channel partners Be a key voice in product and feature development process through your in depth product knowledge and market expertise leading to increased revenue streams Conduct webinars, presentations to raise our brand awareness and product profile Track emerging markets and trends Manage competing interests of senior stakeholders independently, keeps all relevant parties in the loop on potential issues Will structure and solve complex, multi-dimensional pieces of work and bring order to chaos Engage with cross-functional leaders and contribute to discussions and decisions involving their respective areas Grow our business development team capabilities Some travel required Oh yeah, and we can offer you A tight-team knit of motivated, dedicated individuals who work together without ego Competitive salary Stock Options Excellent Health, Dental and Vision benefits 401K Commuter benefits if you are in the Bay Area Extensive access to, and engagement with leadership Access to new technology Cell phone reimbursements Team events The US base salary for this full-time position is \$140,000 - \$175,000 + bonus + equity + benefits Individual pay is determined by work location and additional factors, including job related skills, experience, and relevant education or training Please mention the word ****SWIFTNESS**** and tag **RNTluMzguODUuNzE=** when applying to show you read the job post completely (**#RNTluMzguODUuNzE=**). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read

Hiring organization

Way2B1

Job Location

San Francisco, California, United States

Base Salary

\$ 60000 - \$ 110000

Date posted

May 7, 2024

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Contacts

Job listing via RemoteOK.com