

# Senior Director Strategy and Corporate Development

## Description

Reports to: Chief Financial Officer Location: Remote US Compensation Range: Base Salary up to \$250,000, plus bonus and equity What We Do: Founded in 2015 as a fully remote company by former NSA cyber operators, Huntress was built on a simple premise: to force hackers to earn every inch of their access. Today's cyber-attacks aren't limited to large organizations with the security tools that can ward off threats. Hackers don't discriminate and will find a way to penetrate any vulnerability in any size business, which is why Huntress focuses on protecting those small to midsize businesses that make up the backbone of our economy. Huntress stops hidden threats that sneak past preventive security tools by utilizing our award-winning security platform and expert human threat hunters through dynamic products, including Managed EDR, MDR for Microsoft 365, and Managed Security Awareness Training. Join the hunt and help us stop hackers in their tracks! What You'll Do: As our first Senior Director of Strategy and Corporate Development, you'll be an expert advisor in the cybersecurity landscape for SMBs to develop and execute a corporate development plan to support and excel our strategic goals. We're looking for you to bring demonstrated experience leading and supporting corporate strategy development and execution, including transactions across the lifecycle in a corporate development or investment banking role, with strong quantitative, strategic/analytical, communication, and organizational skills. We'll look to you to research and review the market and competitive landscape to influence initiatives and company direction, including our build vs. buy strategy. This role has a broader scope than just transactional M&A execution. The right leader for this role will focus on: Formulating and formalizing Huntress' corporate strategy Scoping and prospecting potential M&A Targets in addition to running full acquisition processes Acting as a liaison between Huntress and investment banks to keep the market updated on company progress and vision Serving as in-house SME on trends in the public markets, private transactions, and other relevant macro trends that affect the business This is a highly visible role in which you'll work closely with the executive team to identify and execute a suite of strategic projects and initiatives to achieve desired growth goals and create value. You'll work closely with our executive team to lead the execution and integration of potential acquisitions, from sourcing opportunities to conducting market landscape research, performing financial analysis, coordinating due diligence in partnership with relevant leadership members, and integration. Our successful leader will thrive in results- and service-driven organizations and be comfortable working in a fast-paced, high-growth environment. Responsibilities: Develop our competitive strategy, drive research, and communicate learnings with leaders throughout our company. Present insights concerning the competitive landscape, industry trends, business models, and consumer behavior Consult with leaders across the company to make highly informed and strategic plans and decisions aligning with a unified strategy Research and prepare reports and presentations describing the key attributes of growth opportunities and target acquisitions Serve as a strategic partner and trusted advisor to executive leadership to proactively understand and influence existing business strategies and growth initiatives Research and highlight key trends affecting business, laying out options and potential plans to address them. Source new growth opportunities in domains relevant to allow the realization of strategic goals Conduct and present research on relevant external M&A opportunities and competitor/ peer transactions, identify risks, and assure agility and insight Build strong relationships within the industry ecosystem (start-ups, investors, investment banks) in order to maximize potential transactions Organize

## Hiring organization

Huntress

## Job Location

Columbia, Maryland, United States

## Base Salary

\$ 60000 - \$ 110000

## Date posted

May 29, 2024

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and conduct initial due diligence on potential acquisition targets **What You Bring To The Team:** 7+ years of Corporate Development with a proven track record in corporate strategy and M&A Experience in a technology-focused company as a director or similar capacity Previous experience in management consulting, investment banking, or related fields requiring a high degree of analytical and strategic rigor Ability to drive large strategic initiatives autonomously in an environment with constantly changing priorities Strong problem-solving skills with a deep understanding of competitive strategy, market sizing, and opportunity evaluation Ability to research market trends, industry best practices, and emerging opportunities in technology and/or work industries Exceptional leadership and interpersonal skills with the ability to collaborate across departments and work closely with executive leadership Ability to convey complex ideas in a clear and compelling manner to a diverse audience Proficiency in leading and negotiating a range of M&A transactions (e.g., acqui-hires, asset purchases, and mergers) Domain knowledge of M&A structures, inclusive of legal, tax, and accounting implications Excellent financial and quantitative abilities **What We Offer:** 100% remote work environment – since our founding in 2015 Generous paid time off policy, including vacation, sick time, and paid holidays 12 weeks paid parental leave Highly competitive and comprehensive medical, dental, and vision benefits plans 401(k) with 5% contribution regardless of employee contribution Life and Disability insurance plans Stock options for all full-time employees One-time \$500 reimbursement to build/upgrade home office Annual allowance for education and professional development assistance \$75 USD/month digital reimbursement Access to both Udemy and BetterUp platforms for coaching, personal, and professional growth Huntress is committed to creating a culture of inclusivity where every single member of our team is valued, has a voice, and is empowered to come to work every day just as they are. We do not discriminate based on race, ethnicity, color, ancestry, national origin, religion, sex, sexual orientation, gender identity, disability, veteran status, genetic information, marital status, or any other legally protected status. We do discriminate against hackers who try to exploit small businesses. **Accommodations:** If you require reasonable accommodation in completing this application, interviewing, completing any pre-employment testing, or participating in the employee selection process, please direct your inquiries to [accommodations@huntresslabs.com](mailto:accommodations@huntresslabs.com). Please note that non-accommodation requests to this inbox will not receive a response. If you have questions about your personal data privacy at Huntress, please visit our privacy page. #BI-RemotePlease mention the word \*\*SMOOTHEST\*\* and tag RMTAwLjI3LjIwNy45Mw== when applying to show you read the job post completely (#RMTAwLjI3LjIwNy45Mw==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)