Business Development Manager

Strategyn LLC is seeking an experienced, savvy Business Development leader to nurture existing clients, sell and close consulting engagements and lead the sales of our Outcome Driven Innovation (ODI) Licensing Program in Fortune 1000 companies. The Business Development Manager must have a natural ability to connect with our clients on a deep and meaningful level, understand their needs, and explain Strategyn’s innovation management, market and product strategy and workshop solutions.

The ideal candidate has a passion for innovation, experience working in a client services environment, and will interact with the Strategyn team with a high level of professionalism. Additionally, this person will have expert written and verbal communication skills, and will be proactive, resourceful, and extremely well organized.

PRIMARY RESPONSIBILITIES

- Understand Strategyn’s product offering and delivery methods; have the ability to tell our story.
- Close sales in the $250K - 1M+ range, ideally with a commitment to a multi-year ODI Licensing agreement.
- Display comfort working with C level executives.
- Develop trusted relationships with innovation champions, leaders, influencers, and decision makers in the client organization.
- Discover the client’s internal approval processes and help the innovation/marketing champion navigate those processes until engagements are approved and funded.
- Engage the Strategyn business development team as needed to keep the proposal approval process moving forward. This may include organizing additional ODI education sessions, framing sessions, as well as gathering and creating specific decks within a customer’s space, creating and delivering literature, testimonials, referrals, and anything that will secure a signed engagement.
- Provide ongoing client support throughout the length of the sales process and relationship.
- Maneuver through the labyrinth of corporate billing to secure purchase orders, payment, scheduling of engagement, and see each project through all stages.
- Travel as needed.

SECONDARY RESPONSIBILITIES

- Contribute to the improvement of the Strategyn ODI Licensing Corporate Program sales process.
- Share best practices with U.S. and Worldwide sales teams.
- Assist in identifying new prospects and opportunities within client organizations.
- Document best practices as they are developed.
- Develop tools and templates that can help scale the business development process.

QUALIFICATIONS

- Strong skills closing consulting services sales.
- Strong knowledge of the internal approval processes typical for large companies (Fortune 1000).
- Demonstrated success at closing service engagements in Fortune 1000 firms.
- Ability to work independently but within a team environment.
- Strong communication skills with ability to synthesize, document, and present knowledge effectively.
- Detail oriented.
- Ability to manage and facilitate multiple client and sales relationships simultaneously.
- Must be fluent in Microsoft office suite (especially PowerPoint, Excel, and Word), Gmail, Google.docs, Salesforce, DropBox, join.me, GoToMeeting, Skype, in both Mac and PC environments.
- Dependable, thoughtful, motivated and creative.
- Minimum BS/BA from a school with a strong academic reputation.

Preferred

- 5 years experience selling services to Fortune 100 organizations.
- Previous innovation consulting sales experience.
- Working knowledge of jobs-to-be-done theory and the Outcome Driven Innovation (ODI) process.

Duration: Full-time
Location: Strategyn’s office in The Presidio of San Francisco
Compensation: Commensurate with experience

Please submit your resume along with a cover letter indicating your salary requirements using the form at strategyn.com/careers/

About the company: Strategyn is an innovation consulting firm that delivers product strategies that accelerate growth. We identify new market opportunities and help our customers create groundbreaking products using Outcome-Driven Innovation (ODI), our patented strategy and innovation process that transforms jobs-to-be-done theory into practice. Since 1991, we have helped the world’s leading companies launch some of the fastest-growing products in history across a wide variety of industries.

Our company is committed to equal employment opportunity. We will not discriminate against employees or applicants for employment on any legally recognized basis ("protected class") including, but not limited to: veteran status, uniform service member status, race, color, religion, sex, sexual orientation, gender expression, national origin, physical or mental disability, genetic information or any other protected class under federal, state, or local law.