

Director of Business Development

Location: StudioNow headquarters in Nashville, TN

Reports to: Vice President of Sales

Job Type: Full Time

Classification: Exempt

Summary:

The Director of Business Development will generate new business opportunities by following proven processes to prospect and close named Fortune 1000 enterprise accounts.

The successful candidate will be a strongly self-motivated and driven individual who is solution-oriented, methodical and tenacious, and can effectively interact with a team. This position has management advancement potential within the sales organization. The compensation package is based on experience level of the candidate.

Specific responsibilities include, but are not limited to:

- Qualify and close agency and brand SaaS prospects in the Global 1000
- Manage and effectively run an enterprise SaaS sales cycle
- Prospecting and pipeline management
- Develop and maintain a thorough understanding of the agency and commercial production landscape and how StudioNow provides technology solutions to address the current challenges
- Attend industry conferences and represent StudioNow in speaking engagements and round tables
- Effectively communicate with the SaaS product team to provide guidance on future roadmap features
- Report to management on a regular and adhoc basis sales efforts, status, outcomes, etc.

Qualifications

- BA/BS Degree is required
- Dynamic, high energy sales professional with 4-6 years successful experience in a software sales role within an intense, fast paced, goal oriented environment.
- Previous experience working in a start-up environment a plus
- Exceptionally strong verbal and written communication skills, especially at Director/VP/C level
- Demonstrated ability to work cross-functionally within a team oriented environment.
- Professional business acumen, self-starter and results driven personality
- Excellent time management and prioritizing abilities

- Proven track record achieving measurable sales goals in an automated sales environment where accurate entry and management of lead data in a CRM system is required.

Requirements

- Strong communication skills
- Competitive DNA, “will to win”
- Understanding of software functionality
- Open to constant innovation

Compensation: Includes a base salary commensurate with sales experience and the industry, plus commission targeted at an additional 40% at-plan. An attractive benefits package. Performance based equity compensation and participation are available.

Expected Hours of Work

Some flexibility in hours is allowed, but the employee must be available during the “core” work hours of 9am-5pm and must work 40 hours each week to maintain full-time status.

Evening and weekend work may be required as job duties demand, as well as travel. Should expect 60% travel.

Physical Demands

While performing the duties of this job, the employee is regularly required to talk and hear. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus. Employee must be physically able to travel.

If interested, contact **kmetz@studionow.com** with a copy of your resume. Please include a cover letter expressing why you would make an ideal candidate.