

Sales & Business Development Manager

Beta Acid – Remote (ET-friendly hours)

About Beta Acid

Beta Acid is a 30-person, fully-remote, multidisciplinary product studio. Our engineering-led teams design, build, and launch everything from consumer apps to internal enterprise tools for clients that range from seed-stage startups to Fortune 500 innovators. We pair deep technical chops with a strong in-house UI/UX practice, working lean and iterating fast—just like the startups many of us came from.

Why This Role Exists

Sales is our growth bottleneck. You'll own qualified lead generation, nurture relationships, and put the right prospects in front of our CEO so he can close. Your mandate: bring in **\$1.5 million in new project revenue annually**—roughly one \$250-750k engagement per quarter—by leveraging your network, forging new channel partnerships, and running targeted outbound campaigns.

What You'll Do

- **Create & execute the GTM plan**
 - Map out verticals, target accounts, and outreach cadences; refine with the CEO, then run autonomously.
- **Outbound prospecting & networking**
 - Use your existing Rolodex and smart outbound to fill the top of the funnel with US-based prospects that value premium engineering talent.
- **Channel & agency partnerships**
 - Expand our referral ecosystem (e.g., design studios that need a build partner); structure win-win agreements and nurture them long-term.
- **Account farming & upsell**
 - Stay close to new logos, spotting expansion opportunities as products scale.
- **Pipeline ownership**

- Keep opportunities current in OnePageCRM (or the lightweight tooling you champion); deliver clear weekly forecasts.
- **Collaboration, not siloing**
 - Hand qualified prospects to the CEO for deep-dive solutioning; team up with engineering and design leads to scope statements of work.

What Makes You a Fit

- **10+ years in custom software / product-development sales** with a track record of \$1MM+ quotas.
- **Deep network** of US tech execs, founders, and product leaders who trust your recommendations.
- Proven hunter who's equally adept at **crafting partnerships** and running thoughtful outbound.
- **Self-directed operator**—you set goals, pick tools, and ship results with minimal oversight.
- Fluent discussing modern stacks, agile delivery, and product strategy (you sound like a builder, not a quota-chaser).
- Stellar communicator: concise, witty, and comfortable switching between C-suite strategy and tactical details.

Logistics & Compensation

- **Location:** Remote. Work anywhere as long as ~70% of your day overlaps with New York (ET).
- **Travel:** Ad-hoc for high-value meetings or concentrated roadshows.
- **Compensation** (flexible for the right veteran):
 - **Base:** ~\$110k
 - **Commission:**
 - 5-10% of new client revenue
 - 2-3% on net new revenue with existing clients

- 1% accelerator on all incremental revenue after sales goals are achieved.
- **Realistic OTE:** \$210-310k+, uncapped upside.
- **Arrangement:** Full-time preferred; open to fractional if you're the perfect fit and can still hit the number.
- **Benefits:** Unlimited PTO, fully remote, async culture, join a high-retention team of smart, funny, low-ego doers.

Our Culture

We operate like the lean startups we serve: high autonomy, rapid iteration, and low bureaucracy. Slack is our office; decisions are documented, not whispered; and results matter more than hours. If you thrive on ownership, love tech, and view sales as helping innovators build great products, you'll feel at home.