



Director of Business Development

OccasionGenius believes that shared experiences make life better. To this end, we have committed ourselves to connecting individuals with the events they love. Our innovative technology aggregates and analyzes localized event data and provides this data to major companies so that they can delight customers and enhance brand loyalty. Overwhelming demand for our product has driven us to seek great talent and are therefore actively expanding our team of geniuses.

We are seeking an enthusiastic and experienced Director of Business Development to lead our growth efforts within our Richmond, Virginia office. The Director of Business Development will report directly to the Chief Revenue Officer and will play a critical role in identifying and growing our relationships with Fortune 500 companies across various industries including travel, hospitality, technology, and more. If your employer wish list includes a fun and engaging culture and if you are eager to capitalize on unparalleled professional growth opportunities, we encourage you to consider joining us.

A day in the life:

- Source potential clients through active industry research and prospecting activities.
- Spearhead critical discovery and new business conversations with prospective clients.
- Secure new business for the company by acquiring new clients or by expanding existing client relationships.
- Gather market feedback and collaborate with product teams to help shape future enhancements and product roadmap.
- Liaise with company leadership to determine and build marketing materials to support business development efforts.
- Explore product market fit within adjacent markets or new industry verticals.
- Facilitate continuous improvements necessary for ongoing growth and success including process changes, pricing modifications, competitor research, team training and onboarding and more.
- All clients are different and may require different levels of face-to-face; we anticipate travel to be less than 40%.

The perks:

- Competitive salary and lucrative bonus potential
- Health, dental, and vision benefits
- 401k/retirement plan access
- Employee Stock Option Plan
- Generous vacation/PTO
- Continuing education support



- Events and activities incentives

What you'll need to rock:

- Bachelor's degree
- Minimum of six years of experience in business development with at least three years selling software, technology or subscription services to businesses
- Minimum of two years of experience in managing entry level to mid-level business development staff
- Skilled in understanding a prospective company's needs, asking thoughtful questions, and matching solutions with business challenges
- Strong verbal presence and excellent written abilities
- Willingness to challenge the status quo and to work in a fast-moving startup

Please contact work@occasiongenius.com with questions or interest.

OccasionGenius is committed to Equal Employment Opportunity and to attracting and retaining the best possible talent regardless of race, national origin, religion, sexual orientation, gender, age or disability.