DIRECTOR, BUSINESS DEVELOPMENT :: APPLY HERE

THIS IS A FULL-TIME, REMOTE POSITION
Base Salary :: $90,000 - $110,000
Bonus :: Additional Bonus Structure Available
Benefits :: Health Insurance, Vacation & Sick Time, Computer Stipend & more.

WHO YOU ARE ::

● You love solving hard problems.
● You want to work for one of the most progressive media companies in the world supporting a community of 70,000+ queer women, non-binary folks, & women of color in finding their community.
● You want to work directly with technology companies supporting and pushing them to be more inclusive.
● You love data and using data to tell powerful stories to make strategic decisions.
● You thrive in environments without structure.
● You love the idea of joining a small scrappy team, working really hard, and making the impossible possible.

ABOUT THE ROLE ::

We are looking for a Director of Business Development to take our Partnerships team to the next level. You will work directly with the CEO/Founder and sales team to support all stages of the sales process.

Your approach to your work: This is the right fit for someone that gets excited by a challenge, wants to learn and work hard, and wants to really make an impact. We are a small and scrappy team trying to achieve what feels like the impossible at times. As Glennon Doyle says, you can do hard things. We promise: You will learn more here about media, events, diversity & inclusion, teamwork and entrepreneurship than anywhere else.

WHAT YOU’LL DO ::

1. Business Development & Account Management ::
   ● You will use your strong communication & listening skills to explore event sponsorships & partnerships with potential new customers, renewals and existing customers on zoom calls and via email.
   ● Participate in every stage of the sales process including prospecting, outbound emails, pitching, negotiating, closing and managing partnerships.

2. Sales Operations ::
   ● Work alongside the sales team to manage sales operations activities where needed including maintaining CRM, sponsorship portal, vendors and large lead data sets.
WHAT YOU HAVE ::

Background and Experience
- 7+ years of experience in sales operations and/or account management or sales. Bonus if all three.
- Analytical ability to understand business metrics and use data to tell engaging and impactful stories.
- Passion for providing an exceptional client experience.
- Effective communicator across all levels.
- Able to thrive in ambiguity and fast-paced environments.

Technical Capabilities:
- Excel proficiency
- Writing :: Expert at art of writing emails
- CRM experience, Hubspot and/or Streak a plus
- HTML experience a plus

THE COMPANY ::

Lesbians Who Tech & Allies is the largest LGBTQ technology community in the world -- committed to visibility, intersectionality, and changing the face of technology. We are 70,000 LGBTQ women, trans, people of color, non-binary people, and allies in tech in 40+ cities worldwide. Over 30,000 women and non-binary people in tech attend our Pride Summit in 2020, making us the largest professional LGBTQ event in the world.

Our programmatic work includes a coding scholarship for non-binary and LGBTQ women called the Edie Windsor Coding Scholarship Fund, a mentoring program called, Bring a Lesbian to Work Day, and a leadership program -- #LWTSQUAD -- focused on supporting our community as they level up their careers. We're not just creating communities; we're pushing the tech sector to be more inclusive and changing the face of the entire tech industry.

You can see us in: Vogue | Buzzfeed | Glamour

Benefits & Perks:
- The ability to work remotely
- Joining not just a team, but a squad of like-minded teammates committed to solving tough problems.
- Benefits: Health / Dental / Vision
- Computer Stipend
- Vacation + Sick Time