

BEYOND LIVE

Business Development Manager

The Company

BeyondLive is a virtual event management firm that develops, designs and produces extraordinary corporate events that ensure our clients' success. A premier Silicon Valley company, BeyondLive works with both emerging and established brands. We produce world class experiential events by utilizing a highly skilled and creative team augmented with a broad range of resources and alliances.

The Opportunity

As Business Development Manager at BeyondLive you will be responsible for identifying and securing new business opportunities for our enterprise and SaaS products. In addition to securing new business, you'll guide our prospecting process and project management.

The Business Development Manager will be responsible for maintaining a new business pipeline, managing opportunities, responding to RFPs and delivering on sales targets. You will identify, qualify and present to potential clients with the intent of creating long lasting business relationships. You will work with the account, creative, strategy and support departments in these efforts.

You'll be successful in this role if you're able to:

- Effectively prospect (via phone and email) targeted leads to schedule qualified sales meetings weekly
- Quickly determine which products and services align with a prospects needs
- Efficiently close and manage all relationships with clients, potential clients and partners
- Continually strengthen the sales pipeline with both new and ongoing opportunities in order to reach monthly, quarterly and annual sales targets
- Maintain a high level of customer satisfaction, while ensuring BeyondLive methodologies are deployed consistently and efficiently

About You:

- College degree and/or 3-5 years of new business/sales prospecting experience in the business-to-business world. Experience with an experiential marketing agency, software or, SaaS sales is also valued.
- You are a business development expert well-versed in prospecting and identifying opportunities to grow business with new and existing clients.
- You have a track record in business/sales development and "wins".
- Intuitive and proactive and you love a challenge – you have a true entrepreneurial spirit.
- Driven, determined, competitive and self-motivated are a few of the words others use to describe you.

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About You (continued)

- Skilled at developing compelling presentations
- Have high energy, enthusiasm, positive attitude, and a tenacity to succeed.
- Possess strong communications and interpersonal skills, with an engaging personality.
- Comfortable working with Salesforce

BeyondLive offers a fast-paced fun work environment with an incredibly diverse range of clients. We are an energetic and creative bunch and have a reputation for excellence. In addition to providing a first class office space, we offer the following:

Compensation & Benefits

- Medical Insurance
- Dental Insurance
- Vision Insurance
- Flexible Savings Account
- Health Savings Account
- Company paid Life Insurance
- Company paid Long and Short Term Disability
- 401K Plan
- PTO
- On-site Gym

Please submit your resume to Recruiter@BeyondLiveX.com to be considered for this role.