



Director of Business Development - Creators
KISWE

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Experience: Minimum 5 years

Posted On: 28 Sep 2024

Application Deadline: 27 Oct 2024

Job Context

- The Director of Business Development - Creators, will lead building out business opportunities for Kiswe across the United States. The focus of this position is on the Creator community, for which Kiswe can offer amazing audiences and revenue through live streaming opportunities.

Job Description/Responsibility

- Build out business opportunities in the US across Kiswe's Creator vertical
- Source, sign, and assist in executing livestream opportunities with key creators - progressing from the ideation stage up to launch and execution, the full life cycle of an event
- Collaborate with others in Business Development roles around existing creators and opportunities, helping to drive these concepts from the ideation phase to reality in a team selling approach
- Strategize with the Director of Strategic Accounts and Revenue on overall approach and marketing to creator community and approaches to different creator verticals/platforms

Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

Experience Requirements

- Minimum 5 years of experience is required.

Additional Experience Requirements

- 5+ Years experience in the creator industry

Skills Requirements

- Experience with live/live streaming events is a plus
- Proven experience establishing and managing relationships with C-level leaders and decision makers
- Agile learner and creative problem solver
- Demonstrable track record in delivering partnerships that generate new revenue
- Understanding of the complexities tied to live creator events, with a particular skill set honed in the

creator space

- General knowledge of the language of contracts, specifically as related to entertainment
- Expertise with major social media platforms and experience working with these platforms in a promotional, marketing, and business context

Work Area

- Applicant should have experience of working in the following category(ies): Marketing/Sales

Industry Type

- Experience should include the following skills: Media/Advertising/Event Mgt.

Job Location

- Anywhere in the country

Address: New Providence, NJ, New Providence, NJ, United States

Company Profile: Broadcast Media

Company Website: <https://www.kiswe.com/>