Business Development Manager
DATAIKU

Job Category: Marketing/Sales

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Posted On: 22 Dec 2024

Application Deadline: 20 Jan 2025

Job Context

- We are hiring a Business Development Manager to lead a team of Business Development Representatives in our NYC Office. The Business Development Manager will oversee a team of 7- 9 Business Development Representatives and Sr Business Development Representatives supporting our Enterprise and Strategic business. Reporting directly into the RVP of Business Development, this person will collaborate with their counterparts in New York and Denver, as well as closely with Sales and Marketing, to drive a high level of performance and inspire, grow, and better their team.

Job Description/Responsibility

- Manage a team ranging in size from 7- 9 Business Development Representatives (BDR) and Sr Business Development Representatives to drive inbound and outbound pipeline generation
- Create a culture of feedback through clear expectations, performance tracking and consistent hands-on coaching of the sales development process
- Partner with other stakeholders including sales leadership, account executives and marketing to generate new business pipeline
- Recruit, hire and onboard top tier talent
- Regularly report on and analyze team metrics, with an emphasis on actionable insights
- Have a mentality of consistent improvement, generating new ideas to drive strategy and refine our approach
- Oversee usage of team systems including SalesForce, Outreach, Sales Navigator, ZoomInfo and additional tools
- Create a fun, high energy environment where people love coming to work

Education Requirements

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

Experience Requirements

- No experience is required.

Skills Requirements

- Experience managing a high performing BDR team

- Previous Inbound and Outbound pipeline generating experience

- Proven track record of Sales Development goal attainment

- Hands on experience with CRM and Sales Development software

- Excellent interpersonal and team management skills

- Strong analytical and organizational skills

- Comfortable with ambiguity and ability to thrive in fast-paced environment

- Interest in Data Science and AI a plus!

Work Area

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

Industry Type

- Experience should include the following skills: IT/Telecommunication

Address: New York, NY, New York, NY, United States
Company Profile: Software Development

Company Website: https://www.dataiku.com/