



SENIOR BUSINESS DEVELOPMENT MANAGER

The Position

The Senior Business Development Manager is charged with leadership and oversight of business development at Neoscape, working alongside the Principal and VP of Sales. This role drives collaboration with an internal team of principals, sales, business development and marketing professionals. The Senior Business Development Manager is responsible for developing strategic initiatives and coordinating efforts with those initiatives that help drive revenue opportunities, managing the business development team and supporting each of their professional goals and developing and maintaining internal sales processes and tools. Along with overseeing the operations of the business development team, the Senior Business Development Manager is responsible for developing relationships with prospects in the commercial real estate industry, corporate, startup or product companies while identifying and closing new business opportunities.

The ideal candidate must have proven experience in business development or sales leadership, preferably in the commercial real estate industry, is a self-starter, extremely organized, detail oriented and familiar with CRM tools. Additionally, you should be able to facilitate a culture of creativity, collaboration and drive.

This is a full-time, in-house position which may be located in our NY or Boston studio, or may be remote.

Responsibilities

Direct and oversee the operations of the Business Development team with the Principal and VP of Sales which include:

- Manage, recruit and hire the Neoscape BD team
- Utilize data metrics to build and support the execution of the business development plans for target markets, industries and geographies
- Work with the Principal and VP of Sales, the Director of Marketing and the Director of Digital Marketing to help create and drive strategic initiatives for lead generation that align with company revenue goals
- Work with the Director of Marketing and Director of Digital Marketing to help create sales and business development collateral and kits that help aid the Sales team in closing business
- Maintain training, process documents and best practices for our CRM tools and lead the communication of those updates and best practices with the sales and BD team
- Organize and lead all internal sales and BD team meetings
- Lead, manage and inspire the Business Development team. Help guide and foster individual business development goals. Assess and review team members' skills, identify areas for growth, create professional development plans with each team member and supervise their work.
- Manage, qualify and assign all inbound leads and ensure they advance through the sales funnel by the assigned sales representative
- Identify and qualify new sales opportunities through cold calling and emailing in target markets which include:

- Educating prospects on the benefits of Neoscape’s services over the phone and in writing, including providing relevant product literature and outreach packets
- Maximizing networking opportunities and regularly using industry conferences and events to increase awareness of Neoscape and develop a further network of contacts
- Closing new business deals by coordinating scope requirements, developing and negotiating contracts and integrating contract requirements with business operations
- Effectively managing sales pipeline and develop a strategy for long-term sustained success
- Recording relevant company and contact information obtained in communication with all leads and customers into SharpSpring, Neoscape’s CRM tool

Experience & Requirements

- BS/BA, preferably in Marketing or Business Administration (or equivalent)
- 5-7 years of business development or sales experience, preferably in the commercial real estate industry, corporate, startup or other product companies
- Experience building and managing a BD and/or sales team
- Well versed in CRM tools such as Salesforce or Hubspot, SharpSpring is a definite plus
- Experience managing teams
- Excellent verbal and written communications skills; ability to articulate clearly and effectively
- Proven experience in developing marketing and/or BD strategies
- Must be extremely organized, detail oriented, and capable of self-managing and multitasking in a fast-paced, demanding environment
- Ability to travel outside of designated location 10-15% of the time (once COVID restrictions are lifted)

About Neoscape

Since 1995, Neoscape has helped people explore new spaces, new structures, new environments, new experiences – new worlds. Whether it’s crafting incredible 3D visualizations, designing unique brand identities, innovating new technologies, apps and marketing experiences, or artfully applying long-range strategy, we bring new dimension to the way brands get built. We are dreamers, experimenters, pioneers and world builders—with unstoppable creativity and a knack for bringing unexpected solutions to life.

Compensation

We offer a competitive compensation and benefits package including a 401K with the potential for profit sharing contributions, health insurance plans with 70% employer-paid premium, and a partial transit reimbursement. The Business Development Manager will earn a competitive base salary plus commission.

To Apply

Please email your résumé and a cover letter to bryan.holmes@neoscape.com. Must be eligible to work in the US.