

# Director of Business Development

## **SUMMARY:**

Do you want to be a part of something big? Are you a brilliant, results-driven Business Development Director? Do you operate well in a fun, high-energy environment? Are you a Team Player? Volusion is a profitable, growing business that supports over 15,000 online merchants – ranging from home businesses to Fortune 100 enterprises. If you are passionate about developing our business then we want to hear from you!

## **ESSENTIAL DUTIES/RESPONSIBILITIES:**

- Work with Volusion business units to develop and prioritize partnership priorities.
- Drive go-to-market programs with specific partners as appropriate.
- Develop and drive plans to generate tangible value from existing and new partnership programs.
- Managing developer relations while expanding on partnerships, affiliate programs, reseller initiatives, etc.
- Work alongside Leadership team to build Volusion's partnerships and channels.
- Drive revenue through new market opportunities.
- Plays a key role in Volusion's future success with a focus in growth strategies.

## **SKILLS/QUALIFICATIONS:**

- Proven experience in motivating and influencing cross-functional business and technology teams with a roll up your sleeves attitude.
- Proven experience in successfully developing indirect revenue channels.
- Demonstrated analytical skills with the ability to devise compelling business strategies backed by quantitative analysis/ROI projections.
- Demonstrated technical skills and ability to understand/present software based products.
- Must have demonstrated strong communication skills and presentation abilities.
- Professional, tenacious and outgoing demeanor.
- Must be a quick thinker and have the innate ability to intelligently counter objections and propose reality based solutions.
- Demonstrated outstanding organizational skills: must be able to multi-task and manage multiple projects and deals.
- Strong execution and follow-up skills.

## **EDUCATION/EXPERIENCE:**

- B.S or B.A. degree required; MBA a strong plus
- 5+ years applicable work experience:
  - Business Development/Sales for an Internet/tech company required
  - Marketing/strategy experience (online and/or offline) highly desirable