



## BUSINESS DEVELOPMENT MANAGER

SnapComms is a fast-growing, global leader in SaaS employee communications and engagement solutions. Headquartered in Auckland, New Zealand, SnapComms has more than 600 customers and 2.5 million users.

Solving the seemingly insurmountable problem of information-overload and message-fatigue is the reason SnapComms exists. We passionately believe that enabling organizations with a simple, intuitive, easy to use platform that can deliver the right message, in the right way, to the right people, at the right time, every time is the answer. Empowering employees starts with exceptional employee engagement, so delivering a complete communications experience that increases motivations, fuels aspirations and enhances productivity is what inspires us every day!

SnapComms future-proofs its employees by providing a wide range of opportunities to grow and develop. Our culture promotes continuous improvement and forward thinking in all areas. We have an awesome workplace, with a strong focus on collaboration, culture and employee experience. We truly believe in and value our people.

We are now seeking a Business Development Manager to join our USA remote team. This is an exciting role that will see you join an ambitious, collaborative and enthusiastic team.

You're a natural sales professional who can engage well with customers and provide them with a customer experience that is world class.

Your excellent interpersonal skills will help you readily build strong relationships. You are smart and hungry for an opportunity, with a proven track record of closing business.

You will be an active ambassador of the SnapComms values and cultures.

This role is remote based out of the United States and we welcome applicants from all states.

### **Role and Responsibilities:**

- Effectively qualify and identify prospect needs, engaging resources as required to guide prospects through the sales cycle to a successful close
- Manage the decision-making and customer-buying cycle to conclusion in a quality, timely manner, consistent with the SnapComms sales process
- Understand, access and influence a wide range of stakeholders from varying business functions in order to present a persuasive communications package to the customer
- Proactively identify and understand key customer priorities and align the SnapComms solution to fulfil these needs
- Develop quantitative and qualitative proposals that highlight the SnapComms impact
- Present effectively and persuasively in online and (occasional) face-to-face meetings, including IT teams and executive-level interactions

- Demonstrate strong interpersonal skills, the ability to work collaboratively and effectively with a variety of internal and external stakeholders, both face-to-face and virtually

### **Key Skills/Experience**

- Bachelor's degree preferred
- 5+ years of sales (new logo / new revenue acquisition) with relevant enterprise SaaS experience
- Proven track record of quota attainment in previous assignments
- Experience managing a pipeline and closing SaaS contracts
- The ability to develop senior level relationships quickly and effectively
- The ability to manage multiple opportunities simultaneously at various stages of the buying process
- Experience presenting to senior managers and the C-suite at leading enterprise companies
- Ability to discuss technology solutions with non-technical business buyers and IT teams alike
- Experience with customer relationship management (CRM) systems and/or marketing databases
- Seasoned negotiator and strong closer
- Solid communication and presentation skills
- Effective with time management and prioritization
- Flexible attitude and ability to adapt to changing priorities
- Strong organizational skills
- You take pride in planning and executing on your sales plan, exceeding your sales targets and reporting your KPIs
- You are ambitious, smart and hungry for an opportunity where you will enjoy a competitive base salary and an unlimited commission structure (only limited by your own results!)
- You are the type of person who quickly assimilates new technology information and can demonstrate the ability to pick up on niche markets and quickly make a name for yourself
- You have a growth-mindset, always willing to learn and develop yourself
- Existing business and professional relationships in the Internal Communication, Security Awareness or Compliance Communication areas is a plus

### **Some of the amazing things about SnapComms:**

- We are a successful SaaS business based in Auckland, New Zealand. You will visit HQ (pending worldwide travel restrictions) once per year to participate in our remote team visit, designed to build relationships with HQ employees, enhance your product knowledge and develop your skills in sales and marketing.
- As a company, we are big on setting goals that all our teams can work together on achieving. This brings a lot of cross-functional activity and collaboration to the business, helps stop silos forming and makes us all feel like we own a piece of the jigsaw AND we all get to celebrate in each other's success!
- Our culture is everything at SnapComms! We pride ourselves on having an awesome culture that is friendly, supportive and transparent, while at the same time being aspirational,

progressive and successful. As a global business, we seek to inject an international flavor into all that we do, which is evident in SnapComms being a truly multicultural organization where diversity and inclusion are part of our DNA.

- We believe in the importance of family and understand our employees have lives outside of the office, so we firmly believe in and advocate for work-life balance.

Check out our Careers page to see how much we value our people, culture and customers:  
[www.snapcomms.com/careers](http://www.snapcomms.com/careers)