



POSITION: BUSINESS DEVELOPMENT MANAGER

LOCATION: MANCHESTER, NH

WHO WE ARE

Acuant is a leading B2B provider of identity verification technology. We are revolutionizing the way consumers transact by allowing businesses to quickly and seamlessly identify who they are doing business on any platform while protecting both parties. Join a global team that works with leaders in all industries to deliver best in class technology.

Acuant's Trusted Identity Platform provides complete identity verification based on your level of risk so you can build your business with valid customers. Powered by AI for the highest speed and accuracy, omnichannel products enable seamless customer experiences to increase conversions in the digital economy. Scalable, secure and compliant (KYC, AML & GDPR), Acuant allows businesses to establish trusted identities from any location in seconds. www.acuant.com

WHAT WE LOOK FOR

The ideal candidate is an energetic, talented, entrepreneurial self-starter who's captivated by new business development. S/he is excited by the chance to provide input to new business development strategic priorities by seeking out technological partnerships in new and existing market segments. trend analysis of target industries and Acuant's technical and business priorities.

The Business Development Manager will work with our Strategy team to create technical partnerships and will lead the effort in securing these business opportunities. This position will be supervised by the Executive Vice President, Chief Revenue Officer.

Additional things to help you be successful are:

- Proven track record of business development and market research strategies.
- Business Development Experience within the software industry (software security desire but not required).
- Ability to work in cross functional collaborate internal team environment including sales, marketing, product, engineering, operations and management.
- Excellent communication skills, including the ability to exercise assertiveness to influence others so as to create desired sales results.
- Ability to prioritize and handle multiple tasks.
- Ability to follow directions from a remote manager/leader.
- Familiarity with CRM systems and Salesforce is a plus.
- Ability to travel up to 50% of the time.



WHAT YOU BE RESPONSIBLE FOR

- Develop and execute strategic plan to achieve sales targets and expand/broaden and deepen Acuant's client base.
- Build and maintain strong, long-lasting client relationships by building relationships and understanding client trends.
- Understand category-specific landscapes and trends.
- Partner with clients to understand their business needs and objectives.
- Effectively communicate to Acuant leadership value proposition through proposals and presentations.
- Establish best practices in Business Development: developing client-focused, differentiated and achievable solutions.
- Position products against competitors.
- Document activity in Salesforce in order to provide accurate and timely reports to Management.

HOW WE VALUE OUR EMPLOYEES

- You will always be heard, decisions are collaborative
- Competitive compensation
- Challenging and rewarding work
- Generous benefits package
- Work with an incredible team of smart and mission-driven people