



Job Offer : Head of Business Development

About the Company :

We're currently the biggest NFTs News website in monthly visitors.
Our goal is to demystify a topic as complex as NFTs and support mainstream adoption by creating accessible & entertaining content.
Our team is fully remote and works from anywhere in the world.

About the Project :

As the Head of Business Development, you will be responsible for managing a team of sales representatives and their ongoing sales pipeline.

You will ensure your team has everything they need to generate targeted leads and closing meaningful opportunities, developing collateral around our offering.

Responsibilities :

- Own all plans and strategies for developing business and achieving the company's sales goals
- Develop different offerings and pricing models finding new opportunities on our growing mediums such as Youtube, social media and newsletter
- Develop sales collateral around these offerings (Sales scripts, templates, Media Kit, case study, etc)
- Improve current processes by creating sales flow & automation within the CRM
- Develop and upkeep a sales pipeline within the company CRM to keep an active read on deal flow and progress targeted leads through closed opportunities
- Find new sources of revenue by tailoring special offers for VIP partners using emerging NFT evening products

Requirements :

- English native speaker
- 3+ years of experience in sales
- Experience managing sales team and sales development representatives
- Autonomous and very organised
- Knowledge using different CRMs and building sales flow & automation

To Apply: send an email to yolo@nftevening.com and theo@nftevening.com with the subject of the email being "*NFTevening – Head of Business Development*".

Please start your email by "TO THE MOON" to make sure you read the job description entirely.

Then introduce yourself, mention your previous work/ experiences and answer the following questions:

- How many hours are you available per week?
- Tell us why you think you would be great at managing our sales team?
- Tell us about past sales deals you closed and how you did succeed