

Position: Director of Business Development

Reward Mark Overview:

Reward Mark provides branded rewards/loyalty programs:

For businesses

Reward Mark powers reward-driven commerce by providing businesses with a popular online shopping amenity for their employees, renters, or members as a competitive differentiator.

For non-profits

Reward Mark amplifies social impact for non-profit organizations. Our powerful Donation-via-Shopping program allows charitable organizations to tap into a new fund-raising source and expanded supporter base created from everyday online shopping.

Position Overview:

This position will lead Reward Mark's efforts at prospecting, selling, and closing new business.

If you are an energetic and creative sales-based talent with the skill set to co-develop and execute a comprehensive revenue growth plan, Reward Mark provides a rare opportunity. We are a lean and quickly expanding team that brings a wealth of past entrepreneurial success. In this position, you will evaluate and test our target markets and co-develop the roadmap for optimizing our revenue opportunities.

Qualifications

- 5+ years sales experience in relevant field such as:
 - Reward and/or Loyalty programs
 - Benefit programs for employees, tenants, members, donors etc.
 - E-commerce and/or online services
 - Fund-raising programs
- Experience in developing sales and target market strategy
- Track record of business development & sales target achievement
- Experience in pitching to program development executives preferably in both for-profit and non-profit organizations
- Ability to learn and explain potentially complex concepts
- Creative self-starter with proven ability to hone in on optimal market opportunities
- Prolific at prospecting and in juggling multiple areas of opportunity
- Excellent written and verbal communications
- Experienced presenter, both in-person and via web
- High energy and multitasking skill

Responsibilities

- Identify optimal size and type of prospect for the Reward Mark service
- Work with Marketing to optimize prospecting & introductions
- Present the Reward Mark value proposition and secure license agreements with implementation commitments
- Secure up-front fees where possible
- Participate in co-development of implementation plans with clients
- Manage accounts through implementation and work with Marketing to help drive client co-marketing for platform utilization growth
- Participate in regular staff meetings as well as relevant industry association and trade groups as needed

Other skills

- Technical self-sufficiency as needed to fulfill responsibilities
- Versatility – ability to take on a diverse range of activities; ability to work independently or in a team
- Interpersonal skills including good listener and empathetic with the client's goals and challenges
- Strong work ethic
- Results driven
- Able to thrive in a fast-and-lean culture

Work Environment

Life at Reward Mark is exciting! Team members currently work remotely with co-working space options. Our high-energy collaboration uses digital tools and weekly in-person meetings in Columbus, OH. We will transition to fulltime office space in the near future. We offer excellent benefits including medical, dental, and vision coverage.

Our entrepreneurial culture is both informal and intense. We are a driven start-up with product in production, an experienced team, customer traction, a huge market, and growing momentum. To join our all-star founding team, please send responses to:

Bob Fisher, Chairman & Co-founder. Email bob@getrewardmark.com