

GROWTH MANAGER



OUR COMPANY + CULTURE

When the pandemic turned the event marketing industry upside down, BDI quickly pivoted and hit the ground running. As an account-based event marketing agency for B2B companies that has produced over 225 virtual events since March 2020, we've grown rapidly, successfully positioned ourselves as masters of our craft, and have proven that no challenge—or pandemic—can slow us down.

We're a vibrant, collaborative, and energetic team that loves to dive head-first into our work. With the shift back to in-person and hybrid events on the horizon, we're ready to remain as a trailblazer in the event marketing space, all while working-from-anywhere, enjoying Zoom happy hours, and exchanging top-tier GIFs on Slack.

As a small-but-mighty, passionate, forward-thinking group of individuals who take pride in making a *difference* within our niche, we're looking to take on a like-minded team member who will continue helping us become the absolute best that we can be.

THE ROLE

We're looking for our newest **Growth Manager**. We envision the Growth Manager will:

- focus on business growth within new brands across the United States.
- be a BDI brand representative who acts as the first point of contact with a potential client
- source prospective clients by researching organizations and individuals to find new opportunities
- contact prospective clients, digitally, to establish rapport and arrange meetings
- develop proposals for prospective clients
- nurture the relationship to keep the line of communication open
- track all outbound and inbound activities as opportunities develop
- create new ideas to drive campaigns forward
- identify trendsetter ideas by researching industry and related events, publications, and announcements
- close deals, including drafting agreements, and securing invoicing details
- set up the kick off call with new clients to transfer the relationship over to the client success team and begin the project

In the long-term, we envision this role developing into a leadership / managerial role as we grow the Revenue Team.

QUALIFICATIONS

Required qualifications:

- Bachelor's degree and a minimum of 2+ years in a full-time revenue / business development role
- Proven experience closing deals within an agency / professional services business

Soft Skills:

- self-motivated
- optimistic outlook
- strong self-discipline
- true growth mindset
- determined and driven
- high emotional intelligence
- high attention to detail
- savvy and witty

JOIN US

This is a (remote) full-time, salaried position. Amongst a lot more, we offer:

- A competitive base salary plus benefits
- A 401k plan with matching (after 6 months)
- Unlimited vacation days (after 12 months), 12 days for the first year
- A culture that includes a work-life balance focus and an agile, start-uppy environment
- Acceleration of your professional development with ample opportunities for promotions & growth
- \$65 - \$70K base salary plus commission on new business

**PLEASE SUBMIT BOTH YOUR RESUME AND A COVER LETTER TO
CAREERS@BDIONLINE.COM TO APPLY.**