



Business Development Consultant

About Glass Smith

Glass Smith is an on-demand repair service for companies managing mobile devices and tablets. 16 million phones break every year in the US and nearly a third of those devices repaired are company and government owned. Through deployment of a network of independent technicians across the country, Glass Smith is disrupting mobile device repair and insurance by matching the side-gig economy to enterprise owned hardware. Like Uber for broken smartphones & tablets, Glass Smith doesn't repair phones- we train and certify and network of independent technicians.

Of the \$4B annual phone repair industry, nearly 30% of repairs are enterprise or government owned mobile devices. Costly monthly premiums, coupled with damage deductibles, make device insurance policies economically unfeasible for enterprise clients. Despite the fact that 7% of those employees break their device annually, the overwhelming majority of organizations have no formal policy for repair. Through a network of trained & certified independent technicians, Glass Smith provides an enterprise solution for these groups that: keeps them onsite & engaged with work; provides warrantied repairs in around twenty minutes from vetted technicians; minimizes risk of organizational privacy & data loss; and provides simple monthly invoicing.

General Description

We're looking for a results-driven professional to join our Business Development Team. In this role, you will be responsible for creating corporate partner relationships as well as building long-term relationships with partners. You will demo Glass Smith software, help enable partner sales forces with materials and education, present agreements, and ultimately be responsible for driving revenue through the channel. You will help drive ideas for new and expanded opportunities such as networking events, trade shows, and referral programs. You will help shape the voice for the brand and enroll business customers to a product that: solves a solution for them where none exist; has no monthly premium or cost; and no contracts. In short, you'll be the hero while making great money and building a national startup.

This position is for the outgoing individual you should feel comfortable approaching strangers and striking up a conversation. Being quick on your feet is a must to identify client needs and how we can help. We are not just looking for anyone, we are looking for **the** one that can help take Glass Smith to the next level. We've been growing very fast and don't feel like taking our foot off the gas. This has created a need for a Business Development Consultant and we would love to have you along for the ride. We believe that no problem is too big or too small to be solved.

Responsibilities

- ⚡ You will grow the company by building relationships and partnerships with companies, organizations and industry influencers.
- ⚡ Recruit, educate, and nurture your own channel partners to achieve success
- ⚡ Meet assigned targets for profitable sales volume and strategic objectives in the channel
- ⚡ Proactively lead a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship
- ⚡ Proactively assesses, clarify, and validate partner needs on an ongoing basis
- ⚡ Sell-through partner organizations to end customers in coordination with partner sales resources, agencies, and systems integrators
- ⚡ Lead solution development efforts that best address end-customer needs, while coordinating the involvement of all necessary company and partner personnel
- ⚡ Establish productive, professional relationships with key partner personnel

Requirements

- ⚡ 5+ years experience in a growth (user acquisition) or partnership where you have been directly involved with implementing strategies. This is not an entry-level position.
- ⚡ Growth hacker mentality.
- ⚡ Excellent writing skills, able to create compelling content, and communicate effectively.
- ⚡ Think with both a creative and analytical lens.
- ⚡ Have a hunter mentality (business development + pipeline activity)
- ⚡ Excellent knowledge a customer relationship management (CRM) system
- ⚡ Excellent communication skills, including the ability to exercise assertiveness to influence others so as to create desired sales results

- ⚡ Ability to create and deliver presentations tailored to the audience needs
- ⚡ Relationship management skills and openness to feedback
- ⚡ Prioritizing, time management and organizational skills. Superior attention to detail

Bonus Points

- ⚡ You will come with a previous experience growing a startup.
- ⚡ Established network in your local business ecosystem.
- ⚡ A good dose of ambition, as well as a great sense of humor
- ⚡ The desire to be challenged

And Did I Mention...

- ⚡ Compensation is a base salary with a commission structure to reward high performing individuals
- ⚡ Roles outside of Glass Smith's Richmond, VA headquarters comes along with access to co-working offices in your city
- ⚡ Glass Smith offers an employee volunteer day once per quarter, meaning you get paid to volunteer at a cause of your choice four times a year
- ⚡ Company matching 401K retirement benefits and employee equity options
- ⚡ Glass Smith believes that you work hard and should play hard too- we offer Flex Time, meaning we provided an unlimited vacation policy
- ⚡ Health & Wellness reimbursement program

Application Information

Please send your cover letter and resume to careers@glasssmith.com. Please indicate the city you are submitting for consideration in subject line.

Glass Smith is an equal opportunity employer and does not and shall not discriminate on the basis of race, color, religion (creed), gender, gender expression, age, national origin (ancestry), disability, marital status, sexual orientation, or military status, in any of its activities or operations. We are committed to providing an inclusive and welcoming environment.