



Title: Vice President, Business Development

Department: Sales

Reports To: Chief Business Officer

Remote Work Option: Yes

Organizational Summary:

Vozzi is a SMS technology platform that is changing the way brands interact with their audience. We help entertainers, sports teams, music festivals, and endurance races throughout North America utilize Mass and 1-to-1 texting to increase sales, grow databases, and drive engagement.

Vozzi works with over 250 teams across professional, collegiate and minor league sports (*not to mention some of the most badass brands in Entertainment, Hospitality and Endurance Sports.*)

If you are a highly motivated individual looking to be part of a close-knit team building something special please continue reading and apply!

Job Description:

After a banner year in 2022, Vozzi is looking for a *dynamic* high-performing individual to drive new business partnerships/revenue among professional, collegiate and minor league prospects. In addition to growing Vozzi's footprint in sports and entertainment, VP of Business Development will be empowered to strategically find new markets for sales growth.

What You Will Do:

- Prospect new business revenue opportunities via various prospecting methods including but not limited to phone calls, emails, LinkedIn and networking opportunities
- Generate recurring revenue via monthly commitment contracts
- Arrange new business meetings and live product demonstrations featuring Vozzi's Mass and 1-to-1 SMS feature sets
- Conduct research to identify new markets and customer needs
- Keep accurate records in Vozzi CRM system:
 - Sales pipeline management
 - Customer data
 - Sales activity (i.e., meeting notes, associated tasks, follow ups)
- Work in conjunction with Vozzi Partner Success team to ensure smooth handoff for new partner onboarding
- Meet regularly with Chief Business Officer to provide valuable feedback on strategic sales initiatives
- Travel to conferences, networking opportunities and partner meetings when needed

Candidate Profile:

Who You Are:

- 4+ years of new business development sales experience
- Proven track record of reaching and exceeding new sales goals and KPI's
- Excellent communication skills with the ability to present internally and externally
- Highly organized and detail oriented, with the ability to manage multiple projects and client engagements at the same time
- Ability to pivot and adapt to the face-paced environment of a sports tech start-up
- An understanding of the sports, entertainment and hospitality industry is preferred
- Ability to travel when required
- Bachelor's Degree required