

## Business Developer

PreviewLabs specializes in the development of prototypes using game development technology. Our expertise encompasses a broad spectrum of applications, ranging from PC and mobile games to VR/AR experiences and game-based scientific research studies. Our clients include Activision and Yale University, as well as numerous startups.

We are looking for a Business Developer in the United States or Canada to support our growth, leading us to our next high profile or secret startup clients.

This role demands persistence, resilience in the face of rejection, and the capacity to thrive under pressure. We seek individuals who embrace these challenges.

### **Key Responsibilities**

- Actively contacting potential clients across various business verticals that use game technology.
- Scheduling and holding calls and meetings with prospects and clients.
- Using Salesforce and our internal systems to diligently keep track of contact information, communication, and next steps.
- Figuring out how to best engage each business vertical and hiring additional sales team members to work each successful vertical.
- Coaching our Argentinian sales team and refining our sales templates in order to improve output.
- Use various communicating channels including email, text, LinkedIn, and phone.
- Growing our prospective client's familiarity with our company, and building rapport with them.
- Following up on opportunities until closing, and keeping in touch with the clients during and after the projects.

### **Requirements**

- A Bachelor's degree or higher (in any field)
- Fluent in English with a neutral US / Canadian accent and excellent communication skills.
- Having done sales work within IT development services.
- Driven to craft the best sales emails, optimize conversations, and not afraid to pick up the phone and get through to our prospective clients.
- Comfortable reaching out to people by email, over the phone, by voice mail, text message, and through social media platforms.
- Comfortable speaking to prospects and clients. Not afraid to engaging people and starting a conversation at industry/networking events.
- Ability to quickly understand complicated topics and convey them in layman's terms.
- Ability to take notes and summarize conversations as they are going on.
- Attention to detail and diligent in follow-up.
- Being self-organized, able to juggle different tasks, and manage your own time.
- Highly disciplined and driven, with a robust eagerness to excel in executing work and securing commissions. Candidates should demonstrate a profound interest in business strategy and processes.
- Previous experience using CRM systems.

### **Pluses**

- Having overseen game development projects or software development projects.
- Interested in occasionally traveling to industry events.

### **Practical**

- Work from our office in Guilford, Connecticut, or remotely from within the US or Canada.
- Includes mentorship by the founder of the company.
- Compensation consists of a base salary and a commission.
- To apply for this position, please complete the following form while submitting a customized cover letter: <https://forms.gle/f9j717yFAeWawuNJ6>