



Business Development Manager

Company Overview

Spry is a comprehensive, cutting-edge technology platform that provides a secure NIL solution for collegiate athletic departments. Spry automates disclosure management, eases communication barriers, and provides top-notch education assets. With state-of-the-art reporting systems, Spry allows compliance staff to pull records and data all while having a dedicated customer service representative available to answer questions.

Job Overview

We are looking for an ambitious and energetic **Business Development Manager** to help us expand our clientele. You will be the front of the company and will have the dedication to create and apply an effective sales strategy. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with universities, colleges, and institutions.

Responsibilities

- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Conduct research to identify new markets and customer needs.
- Arrange business meetings with prospective clients.
- Promote the company's products/services addressing or predicting clients' objectives.
- Prepare sales contracts ensuring adherence to law-established rules and guidelines.
- Keep records of sales, revenue, invoices etc.
- Provide trustworthy feedback and after-sales support.
- Build long-term relationships with new and existing customers.
- Develop entry level staff into valuable salespeople.

Requirements

- Proven working experience as a business development manager, sales executive or a relevant role.
- Experience with college administrators and/or collegiate athletic departments. (preferred)
- Proven sales track record.
- Experience in customer support is a plus.
- Proficiency in MS Office and CRM software (e.g. Salesforce or Hubspot).
- Proficiency in English.
- Communication and negotiation skills.
- Ability to build rapport.
- Time management and planning skills.
- BSc/BA in business administration, sales or relevant field.
- 3-5 years of sales, business development, or account management experience

If you think you'd be a good fit for this position, please contact us at careers@spry.so