

DIRECTOR OF BUSINESS DEVELOPMENT

Blockchain Research Institute Overview

The Blockchain Research Institute is a global, independent think-tank organized to study the strategic implications of blockchain for business, government and society. Our syndicated research program aims to close the knowledge which currently exists among business and government leaders regarding this second era of the internet.

The Blockchain Research Institute is the only organization of its kind, bringing together nearly 40 globally recognized leaders producing intellectual property worth over \$4 million. We also dedicate significant time to assuring an organization extracts the most possible value from the research we provide. We have a strong member experience team that works closely with members of each organization who are influenced by this work and have the ability to act on it. The program culminates with a specialized executive briefing, detailing key research areas and relevant experts, builders and potential partners for organization in many different fields. Finally, we work to bridge the gap between enterprise leaders and the pioneers in the blockchain community. The BRI's knowledge network includes leaders not just in enterprise and government, but a world-class faculty and network of builders and pioneers in blockchain. Our all-member summits are an opportunity to bring these groups together and find opportunities for collaboration.

Our core team is small, with roughly 10 full-time staff orchestrating the program. However, our network of project leaders and experts is vast. We have contracted with roughly 40 global authorities on different topics. We are building a network for obvious reasons – we have found that the global expert in each industry vertical or horizontal is active in the blockchain space already, and so naturally work with a number of organizations around the world.

Job Overview

We are looking for a Director of Business Development who will be responsible for identifying and prospecting new business opportunities. You will work closely with the Executive Chairman to vet new business opportunities and negotiate new business relationships.

Responsibilities

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- Directly reporting to the Executive Chairman, you will work closely with the executive team to create strategic plans and carry out those plans to increase company performance, and increase membership sales.
 - Identify and prospect new opportunities.
 - Manage sales, profit, and growth strategies to assure success while ensuring corporate expectations are met.
 - Lead the development of business plans and negotiate deal terms for new opportunities.
 - Cultivate new business relationships.
 - Manage existing partnerships.
 - Oversee department budget.

Requirements

- Post-secondary degree within a relevant field.
- Results driven sales background.
- Understand financial forecasting and planning.
- Ability to develop good relationships with current and potential clients.
- Excellent communication and presentation skills.
- Demonstrated leadership skills and promote a culture of excellence and success.
- Familiarity with the blockchain industry.
- Ability to travel as needed.