

Business Development & Strategy Associate (London)

[60 Decibels](#) is a tech-powered impact measurement company that makes it easy to listen to the people who matter most. We've been in business as an independent entity since early 2019, when we spun out of the global Impact Investor [Acumen](#).

We believe that the best way to understand social impact is by talking to the people experiencing that impact. It sounds obvious when you say it, but that is not the typical practice for many impact investors, corporations and foundations working to create social change.

We collect social impact data directly from beneficiaries (customers / employees / suppliers) using our network of 1000+ trained researchers in 70+ countries. We do it quickly and without the fuss typically associated with measuring social impact. Our researchers speak directly to customers to understand their lived experience; and our team turns all this data into benchmarked social performance reports, with accompanying insights, to help our clients demonstrate and improve social performance.

By making impact measurement simple, scalable, and comparable, we not only enable organizations to improve their products and services; we also help transform what it means to credibly measure impact, ensuring that the voices of those who matter most are always part of the story. **If you're similarly passionate about our mission and excited about the opportunity to help grow a dynamic business, we're looking for a Business Development and Strategy Associate to join our team.**

About the role: This is a multi-functional role that spans Business Development, Customer Success and Strategy. You will work directly with our Chief Strategy Officer and Strategy Manager to grow our business by managing internal business development operations, building client relationships, and supporting product and market development initiatives. You will work within a fast-paced environment and focus primarily on growing our work with corporate customers. The role requires a high degree of organizational skills, comfort with ambiguity, entrepreneurialism and proactivity.

Specifically, your responsibilities will include:

- Build efficient processes to track and manage key opportunities and performance indicators for the team
- Drive the lead generation stage of the sales lifecycle by identifying and sharing potential opportunities. Recommend and draft outreach approaches for relevant potential customers.
- Bring your entrepreneurial mindset to the development and implementation of new tests and experiments related to our product and market development.
- Support the Strategy Team pipeline growth by designing new business development collateral (e.g. powerpoint decks and introductory one-pagers), updating existing resources, and supporting proposal and RFP outputs.

60 _ decibels

- Join external customer meetings, where relevant, and manage internal follow up processes to move opportunities through the pipeline.
- Proactively support the team in completing special projects where relevant.
- Model [our company values](#).

About You: First and foremost, you bring compassion and dedication to this work because it matters to you. You have an excellent eye for detail, thrive in an environment where you are juggling multiple things at once, and take personal accountability seriously: when you say you're going to do something, you do it.

Other characteristics that will help you succeed in this role and be a great cultural fit: you have a bias towards action—you get your hands dirty—and you actively tackle problems in ways that lead to great outcomes. You successfully balance flexibility and rigor, and embrace taking strategic risks and growing from mistakes. Ultimately, you are eager to do the work to build something new and (we hope) important to the world.

We also expect that most candidates will have had the following experiences / attributes. If your experience set differs, but you think you're the right person for the job, say that in your application.

- 2-4 years experience in social enterprise, impact investing, consulting, corporate or start-up environment
- Superb communication skills, both verbal and written. Experience with client outreach and lead generation is encouraged.
- Excellent PowerPoint skills. High levels of comfort with new technology (e.g. we use Airtable extensively).
- Great core skills of problem solving, teamwork, and project management. And great soft skills, plus the understanding that they're not really "soft" at all.
- Knowledge and passion for socially impactful work
- Comfort in a fast-paced, entrepreneurial environment; awesome ability to prioritize and manage multiple workstreams; general interest in and orientation towards technology.

60__decibels

Interested in applying?

Deadline: Candidates are encouraged to apply early, as applications will be reviewed on a rolling basis.

Location: The Business Development and Strategy Associate will join us in our London office.

Compensation: 60 Decibels offers a competitive salary plus incentive pay commensurate with experience and benefits package and the opportunity to work in a flexible, fun and supportive environment.

Application: To apply please fill out [this application form](#) where you will be asked to upload:

1. Your resume

2. Two short videos (1-2 minutes per video) or written statements in which you respond to the following questions:
 - Video 1: Tell me your story: where you're coming from, what you've done in the world that you're passionate about (in work or otherwise), your ambitions for your future, or whatever else you think is relevant in explaining who you are.
 - Video 2: Why do you think you are a good fit for this role? What are the unique strengths you bring, and what are your weaknesses?

60__decibels

Want to get to know us a little better?

> Sign up to receive [The Volume](#), our monthly collection of things worth reading.

> Visit our website at 60decibels.com.

> Read about our team values [here](#).