

Hiring: Senior Business Development Manager (Supply Chains)

[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](#).

Our firm belief is that the best way to understand social impact is by listening directly to the people experiencing that impact. That sounds obvious when you say it, but this is not typical practice for most impact investors, corporations and foundations working to create social change.

We have built an infrastructure and an approach to change this, by making it easy for our clients to listen to their customers, employees and beneficiaries. Our infrastructure includes our network of 800+ trained researchers in 60+ countries who speak 125+ languages (covering 5 billion people globally!). These researchers speak directly to customers to understand their lived experience, a combination of qualitative and quantitative data. Our 60dB team turns all this data into benchmarked social performance reports that help our clients understand, demonstrate and improve their social performance.

By making impact measurement simple and scalable, we not only enable organizations to make improvements in the products and services they've designed to serve beneficiaries; 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 Senior Business Development Manager (Supply Chains) to join our team.

About the role: This is a sales and market development role focused on bringing on new, corporate clients to 60 Decibels. You will work with these corporations to help them listen directly to supply chain workers and employees, allowing them to better understand comparable social impact performance for these key stakeholders. This is a new area business for 60 Decibels and this hire will work closely with our co-founders and other senior management to shape the development of our corporate sales strategy.

This role is for someone with sales experience, an existing network of relationships within corporate supply chains and/or ESG investing, an entrepreneurial mindset, and a passion for the idea that better social impact data, more readily available, gathered directly from people all over the world, can play a major role in improving impact performance.

Specifically, the Senior Business Development Manager will:

- Generate new business opportunities with prospective corporate and wider clients.

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- Work to understand client needs and identify and communicate how they can get value from 60 Decibels' services
- Take ownership of the end-to-end sales cycle; lead generation; getting the first meeting
- Contribute to 60 Decibels' overall sales strategy, approach and results
- Build key strategic relationships for 60 Decibels and help to ensure our product continues to evolve
- Maintain long-term client and sector relationships
- Represent 60 Decibels at external meetings and events
- Model our company values

About You: First and foremost, you bring compassion and dedication to this work because it matters to you. You are an effective salesperson and communicator who thrives on getting out there and spreading the word about what 60 Decibels has to offer and why it matters.

You're a problem-solver and builder. Our product is serving a specific need in our market, and we're seeking to expand that. You will bring significant direct experience in this new market – ideally through years ten plus years working in corporate supply chain management or in ESG analysis (though you might instead have experience with impact investing, corporate social responsibility, DFIs, foundations or NGOs focused on social change). You will advise of how to adapt and position that product, testing your Ideas with current and prospective clients.

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 leads 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.

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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.

- Direct sales or investor relations or fundraising experience: you can demonstrate that you've had success in sales, and you have 10+ years of relevant client-facing professional experience with corporations, impact investors, development agencies, social business or startups
- Superb communication skills, both verbal and written. You are a confident and experienced multi-level communicator and an engaging presenter
- Great core skills of problem solving, analysis, and project management. And great soft skills, plus the understanding that they're not really "soft" at all
- Knowledge and passion about supporting business to tackle global challenges, and first-hand appreciation for the role that good stakeholder engagement can play to make that happen
- Comfort in a fast-paced, entrepreneurial environment; awesome ability to prioritize and manage multiple workstreams; general interest in and orientation to technology

Interested in applying?

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

Location: The Senior Business Development Manager will join the team in either our London or New York office and will need to possess all the existing requirements to work in one or other of these locations.

Compensation: 60 Decibels offers a competitive salary 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) in which you respond to the following questions:
 - a. Video 1: Please introduce yourself and describe what excites you about this role.
 - b. Video 2: Share with us either why you think stakeholder engagement matters, or what could be improved about the way ESG data is collected and analyzed today.

We're excited to hear from you!

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> Visit our website at [60decibels.com](#).

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