

Senior Business Development Manager

[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 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) via a network of 1000+ trained researchers in 70+ countries. We do it quickly and without some of the fuss typically associated with measuring 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 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; but 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 to join our growing Sales team.**

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About the role: This is a sales and market development role focused on bringing on new clients to 60 Decibels. In this senior position, we are looking for someone with sales experience, an existing network of relationships related to global social impact and an entrepreneurial mindset. Most importantly, we are looking for someone who believes that better social impact data that is 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 clients. You will work to understand clients' 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, communicating 60 Decibels' value proposition, writing proposals, and closing sales
- Contribute to 60 Decibels' overall sales strategy, approach, and results, with a particular focus on untapped sectors and issue areas where our global research capacity and impact survey expertise can be applied

- Build key strategic relationships for 60 Decibels, and help ensure our product continues to evolve to meet client needs
- 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 and an established network of professional contacts through ten plus years working in impact investing, corporate social responsibility, supply chains, international development, foundations or NGOs focused on social change. You will advise on how to adapt and position our product, testing your ideas with current and prospective clients.

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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.

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. The deadline to apply is May 31st.

Location: The Senior Business Development Manager is a remote position, with the option to join the team in any of our offices: New York, London, Nairobi, or Bangalore. The candidate will need to possess all the existing requirements to work in one 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. In New York, the salary for this position is \$100,000-\$120,000, commensurate with qualifications. This range will be adjusted according to varying costs of living in our Bangalore, London and Nairobi offices.

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 impact measurement is done today

We're excited to hear from you!

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](#).