



## **Job Description**

**Title: Vice President, Corporate Business Development**

## **About Catalist**

Catalist is a matchmaking and measurement platform for companies and causes. Catalist's SaaS technology helps companies and causes find each other and measure their collective social and bottom line impact.

## **Our Core Values**

### *ReThink*

Some may call it Innovation, Disruption, a Breakthrough. We like to say that we rethink the status quo in order to effectuate social change – a type of change that is real and tangible. We are dedicated to creating solutions for companies and causes to ignite progress easier, quicker and more effectively.

### *Keep It Smart*

We have one simple mission: to connect companies and causes. In order to achieve this simple mission, we must always keep our platform smart, thoughtful and relevant to our users. How we do that is deeply rooted in advanced technology, prescriptive methodologies and more data than any of us can handle.

### *Make It Easy*

Our clients have big goals and even bigger hearts. But they are also busy and getting busier every day. At Catalist, we pride ourselves on creating stellar customer experiences that make connections for social change easy.

## **Position Summary**

Working collaboratively with senior leadership, the Vice President, Corporate Development will be responsible for leading the inorganic growth initiatives of Catalist within the corporate sector on a national basis. This includes cultivating and maintaining external relationships with relevant corporate customers, member organizations and state-regulated groups, and executing partnerships (e.g. prospecting, solicitation, acquisition, stewardship). This

position will be responsible for building and cultivating a strong corporate network across Catalist's complete matchmaking and measurement platforms.

The Vice President, Corporate Development reports to the Chief Executive Officer.

### **Essential Duties and Responsibilities**

#### New Business Sales:

Initiate and drive the sales process from lead generation/qualification through sales confirmation.

Develop in depth understanding of client/prospect goals, strategic objectives and existing program offerings and effectiveness.

Lead proposal solution process with internal partners to design a competitive and comprehensive product solution that aligns with client requirements, demonstrates value and differentiates Catalist from competitors.

Develop pricing recommendations reflective of the specific opportunity, product solution, client priorities and competitive environment.

Utilizing internal partners and subject matter experts, develop and lead finalist presentation and subsequent follow-ups to bring sales to closure.

Lead contract negotiation process and completion of sales confirmation.

Participate in the post-sale onboarding process for new sales, ensuring a customer-focused and smooth transition to internal Member Services team.

#### Sales Planning:

Develop and execute sales plan for assigned industry that identifies strategies and tactics to achieve/exceed revenue targets.

Build a strong pipeline to maximize opportunities and achieve revenue growth goals.

Identify and engage new prospects, simultaneously driving multiple opportunities.

Consistently document all sales activity in prospect management platform and provide regular activity, sales forecast and prospect updates.

#### Company Leadership/Brand Ambassador:

Identify, cultivate and manage high impact relationships with key prospects, associations and chambers of commerce as related to the corporate and social impact marketplace.

Promote the Catalist brand and value proposition by conducting consultant visits and product presentations, demonstrating an in-depth knowledge of products and services.

Serve as the voice of the marketplace, providing feedback to key internal departments on market needs and competitive data.

Represent Catalyst at designated trade shows and industry conferences; maximizing new business opportunities including pre and post event communications.

Other duties as needed/assigned.

### **Education and Experience**

Bachelors' degree and 10+ years related experience, or equivalent combination education and experience.

Proven track record in selling solutions in the philanthropy, social impact, corporate social responsibility or related industry, meeting or exceeding revenue goals and delivering on commitments in highly competitive environments.

A self-starter with the ability to manage multiple, complex sales opportunities at various stages of the sales process while demonstrating effective planning, prioritization and organizational skills.

Ability to build and maintain effective relationships at all levels with internal partners, consultants and prospective clients.

As a polished storyteller, the ability to engage and persuade others through excellent interpersonal communication and presentation skills.

Demonstrated experience developing and maintaining relationships with national consulting and/or technology firms.

Strong listening and comprehension skills, including the ability to identify underlying client needs and translate those needs into tailored product and service solutions.

Excellent problem solving and negotiation skills demonstrating persistence, adaptability and creativity.

Strong product proficiency; ability to articulate value and product differentiation.

Expertise in networking, cold calling and lead generation.

Ability to quickly and objectively evaluate the viability of new opportunities to ensure efforts are properly aligned.

Demonstrated experience effectively driving the contracting process with internal teams and various purchasing divisions within a customer organization.

Proficiency in Microsoft Office applications, Salesforce CRM or other CRM solutions.

Ability to travel up to 50%, including overnight stays.

### **Preferred Experience:**

In depth knowledge of corporate social responsibility programs.

Existing network of corporate social responsibility and/or social impact professionals.

Ability to be viewed as a trusted partner within the social impact community.

### **Details & Compensation**

This position is ideally a full-time (40 hours/week), annual position starting as early as February 1, 2017. Compensation is competitive. Candidate would ideally live in, or be willing to live in and/or commute 1x/month to Austin, TX - Catalist's headquarters.

### **Application Information**

Please send a cover letter, resume and salary requirements by ASAP to:

Brittany Hill  
Chief Executive Officer  
Catalist  
[bhill@gocatalist.com](mailto:bhill@gocatalist.com)