

Senior Business Development Manager - Midnight

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Company: IOHK

Location: United Kingdom

Category: other-general

Summary

We are seeking an experienced and results-driven Senior Business Development Manager to join our dynamic team. As a Senior Business Development Manager, you will play a key role in driving the growth and adoption of the Midnight protocol. You will be responsible for identifying strategic partnerships, cultivating relationships with key stakeholders, and executing business development initiatives to expand our ecosystem and drive revenue growth.

Duties

Develop and execute a comprehensive business development strategy to drive adoption of our L1 blockchain protocol.

Identify and prioritize strategic partnership opportunities with blockchain projects, technology companies, enterprises, and developers.

Build and maintain strong relationships with key stakeholders, including executives, decision-makers, and influencers.

Negotiate partnership agreements and contracts, ensuring mutually beneficial terms and conditions.

Collaborate cross-functionally with product, marketing, and engineering teams to align business development efforts with overall company objectives.

Provide market insights, competitive analysis, and industry trends to inform strategic decision-making.

Represent the company at industry events, conferences, and networking opportunities to promote our brand and forge new partnerships.

Track and report on key performance metrics, including partnership growth, revenue generation, and market penetration.

Requirements

Qualifications/Experience

Bachelor's Degree in Business Administration, Marketing, Finance, or a related field; MBA or advanced degree preferred.

Proven track record of success in business development, partnership management, or sales roles within the blockchain, fintech, or technology industries.

Deep understanding of blockchain technology and its potential applications, particularly in decentralized finance (DeFi), NFTs, and Web3.

Strong network of contacts within the blockchain ecosystem, including blockchain projects, developers, investors, and industry influencers.

Excellent communication, negotiation, and presentation skills, with the ability to articulate complex concepts in a clear and compelling manner.

Highly motivated self-starter with a passion for driving innovation and fostering collaboration.

Ability to thrive in a fast-paced, entrepreneurial environment and adapt to evolving market dynamics.

Proficiency in project management tools, CRM software, and data analytics platforms.

Benefits

Flexible schedule

Remote work

Laptop reimbursement

New starter package to buy hardware essentials (headphones, monitor, etc)

Learning & Development opportunities

Competitive PTO

Medical Benefits

At IOG, we value diversity and always treat all employees and job applicants based on merit, qualifications, competence, and talent. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

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