



Business Development Manager

Based in sunny San Diego, the XYO Network is the world's first Proof of Location blockchain project. The company behind XYO Network is XY Findables, which was started in 2012 and has produced over 1 million Bluetooth and GPS hardware devices, which help customers find and keep track of their prized possessions, like their keys, purse and other things.

The lessons we've learned building a successful consumer IoT business has prepped us for the most exciting and ambitious chapter of our company's life: the XY Oracle Network ("XYO Network" or "XYO"). The world's first decentralized location oracle.

Check us out on CNBC, too! (<https://youtu.be/Boiai8tWnhM>)

Please visit <https://www.xyo.network> to learn more.

Are you passionate about technology and its implications for our future? Do you love sharing knowledge, growing your skills, and working with great people? The XYO Network team is growing, and we are looking for extraordinary talent who enjoys building as much as we do. So if you are self-directed, enjoy autonomy in your work, and you are an excellent participant in a team, come join XYO Network today!

Responsibilities:

XYO Network is looking to push boundaries and be creative in acquiring and engaging our customers through various strategic partnerships and activities. The Business Development Manager will be integral in developing this function within the company by optimizing existing partnerships along with prospecting and building new relationships that bring customers through the door.

- Define customer-centric and industry-specific use cases for XYO Network
- Manage full partnership cycle- prospect, contract, integration, and on-going management
- Manage and strengthen existing partnerships and expand strength of partner relations
- Build and maintain strong relationships through effective communication and the ability to run meetings to ensure alignment on tasks, goals, and performance between cross functional teams
- Monitor industry best practices, competitive landscape, and market dynamics on a continuous basis to develop and/or change strategic and tactical acquisition plans
- Create, test and iterate on innovative new ideas to reach new customers and deepen relationships with existing customers
- Successfully manage the negotiation and execution of partnership term sheets and agreements

Qualifications:

- 3+ years of business development and/or partnership management experience ideally in online advertising or tech
- Proven track record of collaborating with external parties and organizations to achieve shared business objectives
- Strong conceptual and consultative sales skills
- Highly effective in cross-functional environments
- Extremely high degree of professionalism and personal integrity, with a strong commitment to achieving success
- Able to present strategic concepts to an executive level audience
- Experience negotiating contracts, with disciplined attention to detail
- Excellent verbal, written, and presentation skills
- Experience managing a portfolio of projects and making decisions and recommendations regarding prioritization of available resources
- Experience with modeling service agreements, shared savings, or other customer and financing structures preferred
- Experience in technology industry preferred

Extras

- Work with a ruggedly handsome group of blockchain nerds
- Plus, benefits and stuff
- Like, free Coke Zero

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

If the above looks good to you, please apply directly to careers@xyo.network.