# Job details

MolabTech Corp is a top-tier nonproﬁt offering technology, technical, and training help to government agencies, colleges, and community associations. Our services help ordinary people become more self-sufﬁcient through increased exposure to and comfort with technology. We need a business developer to help expand our presence all over the country.

You'll help create and execute a comprehensive marketing plan to leverage existing relationships and new partnerships to increase revenue. With your expertise, you'll also develop realistic sales goals while heralding the company's heart for philanthropy.

# About the company

Since 2016, MolabTech Corp has developed innovative and disruptive solutions to society's training needs. Starting in San Jose, California, we've helped over 150,000 people across 11 states. Our assistance to organizations and colleges includes technical skill workshops for work readiness and vocational training.

A success story we love to share involves a 19-year-old college student who went on to build her own hardware engineering company after receiving our basic technology training. We have a mind to sweep the country with our educational, philanthropic model. That’s why we need a business developer who cares about seeing people grow in ﬁnancial independence.

# What you'll be doing

* Collaborate with the product design and software engineering teams to build viable plans for value-adding software features
* Generate new leads and build relevant relationships with existing customers
* Understand philanthropic trends to pinpoint markets and potential stakeholders
* Carry out market trend research and competitor analysis to discover customers' needs
* Meet with leadership to provide feedback and outline strategic development goals
* Partner with other members of the business development team in the creation and implementation of operational and strategic marketing
* Report progress to the director of business development during regular team check-ins
* Be involved in the customer's entire sales cycle

# Beneﬁts

* $72,300–109,700 annual salary
* Health, disability, life, dental, and vision insurance
* Remote work option
* 401(k) matching up to 6%
* Paid time off

# Qualiﬁcations

* Bachelor's degree in business or equivalent ﬁeld
* 2+ years of work experience in a social service or nonproﬁt organization
* 1+ years in the sales development industry
* Experience with market research and competitor analysis
* Familiarity with creating budgets
* Expertise in Salesforce and Sales Navigator
* Practical communication skills, including public speaking, presentation, and writing
* A passion for helping people attain long-term self-sufﬁciency
* Conﬁdence negotiating with government agencies and corporate organizations