



Business Development Manager

About Us:

Wisewire is an Edtech company focused on learning design & grounded in the science of how students of all ages engage, practice, and learn. We create technology-enabled solutions for providers in the pre-K-12, university, career readiness, and alternative credential markets. Our scalable technology enabled framework-driven approach accelerates time to market with high fidelity to outcomes. Design thinkers at our core, we complement fresh perspectives with our combined decades of expertise in quality experience design, sustainable content investment, and a repository of customizable learning objects and skill packs.

Our learning materials have been adopted by 48% of the institutions in the United States and are used by 2.2 million students. The Wisewire team consists of over 2,500 subject matter experts, data scientists, learning architects, and interaction designers who all work together toward a common goal. Our team is full of people that are excited to move the education industry forward with cutting edge ideas and is well positioned to be a high growth company in the Edtech landscape.

About the Role:

Wisewire is seeking a fully remote, work from anywhere in the US, Director of Business Development that is an innovative thinker who will revitalize the Business Development division at Wisewire. The ideal candidate will have strong business development background, with experience in selling higher education, or workforce training product. The candidate should have a desire to join a high energy and enthusiastic team of individuals that are working each day to make a brighter future for learners of all ages.

The candidate will have great communication skills, be highly dynamic in order to flex to industry trends, is self-motivated to contribute to the growth of learners, is a forward thinker, and carries themselves with integrity and purpose. This role will be strategic based while also being hands-on day-to-day with prospective and current clients. This role will travel to conferences as well as to client sites to meet face-to-face for new and existing opportunities. They will collaborate with current staff and leaders to understand the many project types and roles within the organization in order to drive success and growth within the EdTech realm.

Responsibilities:

- Develop new and maintain existing customer relationships;
- Develop strategic solutions for customers, selling in the higher education channels;
- Create proposals and craft timely responses to RFPs;
- Provides significant industry expertise to service customer needs across the higher education and workforce training sectors;
- Communicate effectively and passionately to sell the organization's abilities and values through services and products;
- Collaborate with internal teams to provide efficient and dynamic products to current and new customers;
- Conduct market trend research to ensure relevant product initiatives to reach target audiences;
- Continuous communication with partners with intention of bringing value to each interaction;
- Represent Wisewire at conferences, and in-person customer interactions with the expectation of networking;

Qualifications:

- 5+ years of experience as business development personnel;
- 3+ years of experience in the education industry;
 - Ed-Tech experience is a plus
- Track record of building and maintaining customer relationships through communication, outreach, research, and networking;
- Experienced in negotiating contracts with proven sales record;
- Demonstrated program success in reaching senior executives;
- Travel 1-2 times per month, or as the customer demand dictates.



Rewards:

- Competitive Salary & Bonus Structure
- Medical, dental, vision, & more
- 401k Matching
- Fully Remote
- Paid Time Off
- Paid Holidays
- Tuition Reimbursement Program
- Parental Leave