



[ImpactMapper](#) helps groups tell their impact stories with data and share the stories that matter most.

We work with the top brands that value human rights and social justice. A few of our amazing clients include Malala Fund, IKEA, Chanel Foundation, UNWomen, UNDP, Oxfam, Equality Fund, Fund for Global Human Rights, etc.

We are looking for a sharp, creative, and driven Chief Business Development Officer to augment our amazing roster of clients, from UN agencies, foundations, nonprofits, corporates and impact investors to facilitate the communication and data visualization of their social impact. This is a unique position in a growing company and we are looking for a diverse and well-rounded candidate to support us on our growth path. ImpactMapper is a full service solution for impact tracking, with proprietary software, training and consulting services.

Your Role:

- Build an effective and diversified base of clients, partners and funding to grow the company.
- Refine and launch key sales development programs for the company, including ambassadors and referral programs.
- Build client and funding partnerships with foundations, family offices and corporates.
- Prepare and manage grant and investment materials to grow the company.
- Build, manage and implement a sales pipeline for software, trainings and consulting.
- Manage a business development and marketing team, interface with designers
- Identify and support entry into new markets to increase our impact.
- Represent the company in philanthropic, corporate and startup spaces, and raising our visibility through demos, speaking engagements, social media and traditional media, etc.
- Preparing written materials, decks, brochures, etc that helps tell our impact story and shares our value add in the sector.
- Collaborate with the evaluation and research, tech, and design and marketing staff to leverage diverse revenue streams.

Who you are:

- Possesses knowledge of monitoring and evaluation in international development sectors and/or foundation, CSR or impact investing spaces
- Diverse and wide-ranging connections with foundations, family offices, corporations and impact investors
- Experience with SaaS sales and consulting sales
- At least 8 years working in the areas of business development
- Relationship driven approach to business development centered in connecting with partners with shared values of social justice and human rights to maximize social impact that we can do together
- Strong track record closing deals and creating strategic alignments with foundations, corporate or investors
- Used to work on target based sales
- Strong leadership and project management skills
- Experience using online software to manage sales, such as Hubspot, and other tech tools such as Mailchimp, asana, zapier, google analytics, etc
- Experience preparing sales projections and tracking sales and revenues
- Strong attention to detail
- Creative thinker and doer, with the ability to add value to diverse parts of the business
- No job is too small mentality
- Self-starter and has the ability to manage your own time and deadlines and be efficient in a remote working team environment

Bonus Points:

- Business-level French or Spanish

Other details:

- This is a full-time position, with commission
- (Open to contractor project basis as well for the right candidate)
- This position is 100% remote. Base in the US, Europe, or UK is desired.

Pay: \$50,000-\$75,000 based on experience + commission

Possibility of .25-1.5% equity for the right candidate

Next Steps: Send your CV and share why you think you would be a great fit for our team and where you would see our key growth opportunities founders@impactmapper.com

Starting: In Q1 2022