



Sr. Manager, Business Development, Brands

About Distributive Networks

Founded in 2004, Distributive Networks has quickly become one of the most successful and esteemed mobile technology companies in the United States. The company's proprietary mobile content management and delivery system enables innovative, customized mobile messaging solutions for clients across industries, including media, sports, politics, consumer products, education and public relations. Distributive Networks enables its clients to reach and interact with more than 275 million mobile device users in North America via text alerts, coupons, content downloads, real-time polling, in-venue engagement, WAP services and more – and provides creative consulting, detailed analytics and end-to-end customer service support and to ensure the success of each mobile campaign. Distributive Networks also offers a catalogue of more than 75 titles of original short-form content, providing partners with powerful additional revenue and branding opportunities.

Headquartered in Washington D.C., Distributive Networks' lean staff of 15 full-time employees serves a growing portfolio of prestigious clients including AT&T, BET, Boost Wireless, Cable & Wireless, CBS, D.C. United, Fleishman-Hillard, Georgetown University, Jamba!, Johnson & Johnson, MTV, the Obama for America presidential campaign, The Onion, University of Maryland, VeriSign and Viacom.

We're looking for a high impact professional to build on our current success in a growing area of the business:

- Proactively develop new business opportunities in mobile marketing to achieve sales goals.
- Undertake networking activities with prospective client organizations and targeted markets in order to develop new business opportunities.
- Build relationships with key partners in order to develop new business opportunities.
- Represent Distributive Networks at industry events.
- Identify industry trends and contribute market expertise throughout the organization.

Qualifications:

- Entrepreneurial thinker who is highly competitive and aggressive about closing revenue opportunities.
- A proven track record of negotiating complex deals.
- Demonstrated history of developing relationships with senior level staff within large brands and agencies/media buyers
- Has high-level relationships at large brands, agencies, and other potential channel partners
- Comfortable being held accountable for performance.
- Passionate about pursuing opportunities at the cross-section of media, marketing and technology.

- Has a very strong work ethic and approaches business with a "get it done" attitude.
- An excellent communicator with the ability to work effectively at all levels within the organization.
- At least 4 years sales/business development experience with interactive solutions, agency or new media.

Experience/Education:

- College graduate
- At least 5 years of sales/business development experience, preferably targeting large advertisers.
- Experience in wireless or emerging media a plus