



Sr. Manager, Business Development, Not for Profit

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 predominantly in the not for profit [501(c)(3)] space 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 a target vertical
- Has high-level relationships at 501(c)(3) organizations and other potential channel partners
- Comfortable being held accountable for performance.
- Passionate about pursuing opportunities at the cross-section of charitable activities 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 501(c)(3) accounts.
- Alternatively, at least 5 years experience within a non for profit organization, either in member relations or development.
- Experience in wireless or emerging media a plus

Benefits

- Working in the emerging mobile technology industry with near limitless growth potential.
- FULLY PAID medical insurance, including health, dental, and vision.
- Hip location in the heart of Chinatown, Washington DC
- One block away from the Chinatown/Gallery Place Metro
- Participation in a profit sharing program and 401K matching program.
- A coveted slot on our Wiffleball team

This position is full-time and based in the Washington DC office. The salary is commensurate to experience. Please provide a salary history in your cover letter. Please submit your cover sheet and resume to hr@distributednetworks.com. You can find us at www.distributednetworks.com.