



Cincinnati, Ohio April 10th, 2018

Open Position: Marketing and Business Development Professional

PrivacyRules is a company that has developed and manages a global alliance of experts in data privacy, data protection, cybersecurity and data related subject matters and services. PrivacyRules is unique in its multidisciplinary approach and the largest specialised alliance that focuses on the provision of consultancy and services in privacy and data protection. More information may be found at www.privacyrules.com

The company is seeking a dynamic and independent professional for the role of Marketing and Business Development Professional who will support in the expansion of our membership base. This is a fantastic opportunity for a highly-motivated individual to join an expanding global company working in the booming industry sector of IoT and the rights of individuals in the digital era. We are looking for someone who brings experience with similar operations in marketing and business development. To succeed in this role, you will have experience working in energetic environments related to hi-tech industry and technology start-ups or environments where data was largely handled.

It is a full-time home-based role reporting to the Management of the Company. International travel is not a key aspect of this role, although it might be requested occasionally.

Job Responsibilities

Under the supervision of the Company's Management, the Marketing and Business Development Professional supports in the development of market position of the Company. The main goal is to generate more revenue for the Company. S/he will support client accounts and create new business development ideas, including new sales strategies in close cooperation with the Sales Executive, sales and marketing pitches, and business plans.

The ideal candidate will support the Company in the development of market positioning related to the *tech and services expertise* of PrivacyRules, primarily the *services expertise*.



Headquarters:
3491 Forestoak Court
Cincinnati, Ohio 45202, United States of America
Website: www.privacyrules.com
Email: info@privacyrules.com
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Business Development Manager Job Duties:

- Identifies trending ideas by researching industry and related events, publications, and announcements relevant for the *services expertise* section of PrivacyRules.
- Supports in the development of the *services expertise* section of PrivacyRules website, by compiling text for the section.
- Locates and proposes potential business to the Management in the *services expertise* area of business, discovering and exploring new opportunities.
- Proposes approaches and pitches for potential clients, working with Management, Marketing and Sales Team to develop proposals that speak to the client's needs, concerns, and objectives.
- Identifies potential clients and the decision makers within the client organization. Cold calls the potential clients after the Management approval, to ensure a robust pipeline of opportunities.
- Sets up meetings between client decision makers and Company's Management.
- Updates alliance knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations; providing related material for publication through PrivacyRules platforms.
- Works with Technical staff and other internal colleagues to meet customer needs.
- Works with Marketing staff to ensure that prerequisites (such as prequalification or getting on a vendor list) are fulfilled within a timely manner.
- Protects Company's value by keeping information confidential.

Education:

Marketing and Business Development Professional position requires a bachelor's degree and three years of sales or marketing experience, or similar relevant experience. An MBA is an advantage.

Skills and Qualifications:

- Fluent communication in person, on the phone, and in email. Mandatory English at mother tongue level; Russian, Chinese, Spanish, French, Arabic skills would be a considerable asset.
- Proven experience in market research, networking, persuasion and prospecting, research, writing, and closing skills
- Possesses motivation for the sales function, including sales planning, identification of customer needs and challenges, meeting sales goals.
- Willingness to home-based work in a multicultural environment; enthusiasm and readiness to grow in a very dynamic workplace and rapidly growing



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field of business. Goal-oriented and organized team player; capable of being self-motivated and self-directed.

- Proficient computer skills in Microsoft Office Suite.
- Confidentiality and high ethical standards; abide by all non-compete/solicit agreements.

How to apply:

Send your CV and a cover letter in Adobe .PDF format to marketing@privacyrules.com Applications will be reviewed on a rolling basis. In your cover letter, please include what you're looking for in your next job, what you achieved in your past positions as it relates to the work you would be carrying out in this role. Applications without the information listed above will not be considered.

Due to the high volume of applications, we are unable to provide feedback on individual applications.

Applications will be treated in compliance with our Privacy Policy available at www.privacyrules.com

END of Open Position notice.



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