

Hiring: Head of U.S. Business Development

[60 Decibels](#) is a tech-powered impact measurement company that makes it easy to listen to the people who matter most. We've been in business as an independent entity since early 2019, when we spun out of the global nonprofit [Acumen](#).

We believe that the best way to understand social impact is by talking to the people experiencing that impact. It sounds obvious when you say it, but that is not the typical practice for many impact investors, corporations and foundations working to create social change. We aim to change this by offering our Lean DataSM service to these institutions.

Lean DataSM turns customer voice into high-value insights to help social businesses maximize their impact. 60 Decibels has a network of 200+ trained Lean DataSM researchers in 30+ countries who speak directly to customers to understand their lived experience. By combining voice, SMS, and other technologies to collect data remotely with proprietary survey tools, 60 Decibels helps clients listen more effectively and benchmark their social performance against their peers.

If you're similarly passionate about our mission and excited about the opportunity to help grow a dynamic business, we're looking for a Head of U.S. Business Development to join our team. This is a sales role focused on bringing on new, U.S.-based clients to 60 Decibels. This is the first full-time sales job in our New York office, and this hire will work closely with our co-founder and have the opportunity to interact with some of the world's most forward-thinking impact investing funds, social enterprises, corporations and foundations.

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This role is for someone with sales experience, an entrepreneurial mindset, and a passion for the idea that better social impact data, more readily available, gathered directly from people all over the world, can play a major role in improving impact performance.

Specifically, the Head of U.S. Business Development will:

- Generate new business opportunities with prospective clients. You will work to understand clients' needs and identify and communicate how they can get value from Lean Data services
- Take ownership of the end-to-end sales cycle: lead generation, getting the first meeting, communicating 60 Decibels' value proposition, writing proposals, and closing sales
- Contribute to 60 Decibels' overall sales strategy, approach and results
- Build key strategic relationships for 60 Decibels, and help ensure our product continues to evolve to meet client needs
- Maintain long-term client and sector relationships

- Represent 60 Decibels at external meetings and events
- Model our company values

About You: First and foremost, you bring compassion and dedication to this work because it matters to you. You are an effective salesperson and communicator who thrives on getting out there and spreading the word about what 60 Decibels has to offer and why it matters.

In addition, since our sales team is small, we have a lot of building to do. This means that the ideal candidate will also be eager to roll up her sleeves as a builder, internal communicator, and great collaborator.

Finally, our product is serving a specific need in our market. You need to have significant direct experience in this market – ideally in impact investing though you might instead have experience with corporations, DFIs, foundations or NGOs focused on social change.

Other characteristics that will help you succeed in this role and be a great cultural fit: you have a bias towards action—you get your hands dirty—and you actively tackle problems in ways that leads to great outcomes. You successfully balance flexibility and rigor, and embrace taking strategic risks and growing from mistakes. Ultimately, you are eager to do the work to build something new and (we hope) important to the world.

We also expect that most candidates will have had the following experiences / attributes. If your experience set differs, but you think you're the right person for the job, say that in your application.

- Direct sales or IR or fundraising experience: you can demonstrate that you've had success in sales, and you have 5+ years of relevant client-facing professional experience with impact investors, development agencies, social business or startups
- Superb communication skills, both verbal and written. You are a confident and experienced multi-level communicator and an engaging presenter
- Great core skills of problem solving, analysis, and project management. And great soft skills, plus the understanding that they're not really "soft" at all
- Knowledge and passion about supporting social business to tackle global challenges, and first-hand appreciation for the role that good impact measurement can play to make that happen
- Comfort in a fast-paced, entrepreneurial environment; awesome ability to prioritize and manage multiple workstreams; general interest in and orientation to technology

Interested in applying?

Deadline: Candidates are encouraged to apply early, as applications will be reviewed on a rolling basis. The deadline to apply is February 14, 2020.

Location: The Head of U.S. Business Development will join the team in our New York office.

Compensation: 60 Decibels offers a competitive salary and benefits package and the opportunity to work in a flexible, fun and supportive environment.

Application: To apply please fill out [this application form](#) where you will be asked to upload:

1. Your resume
2. Two, short videos (1-2 minutes per video) in which you respond to the following questions:
 - a. Video 1: Please introduce yourself and describe what excites you about this role.
 - b. Video 2: Share with us either why you think good impact measurement matters, or what could be improved about the way impact measurement is practiced today.

We're excited to hear from you!

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> Visit our website at 60decibels.com.

> Read about our team values [here](#).