



## **Business Development Manager @ Early Stage Data Startup**

**Location:** Los Angeles, CA

**Who we are:** Closing the information gap in the evolving fashion world. Ragtrades is a fast-growing B2B SaaS company that provides market intelligence via an analytics platform to global fashion brands and retailers who increasingly rely on data to price and merchandise effectively in a dynamic, global environment. Ragtrades uses the most advanced data science techniques to organize the global fashion industry's data and drive profitable decision-making for clients like Ralph Lauren, Farfetch, Giorgio Armani, Alexander McQueen, Stella McCartney, Balenciaga, Gucci, Yoox/Net-a-porter, rag & bone and more.

**This job is for you if:** You enjoy working in a fast-paced environment alongside a team of driven and entrepreneurial-minded people. You're a strong communicator with the ability to introduce and get people invested in disruptive technologies. You understand the dynamics at play when developing a new technology for a demanding set of clients, and excel at managing customer expectations. You're an entrepreneurial doer and self-starter. You're at a point in your career where you would rather have a large impact at a small and growing start-up than be a small part of a large company. You aspire to start your own company one day. Above all, you're passionate and driven.

### **You're good at:**

- Understanding a dynamic industry and developing strategies to create and communicate value to top players
- Leveraging an existing client base to develop new clients
- Understanding the complex dynamics at play when building technology to serve client needs
- Relating to and advocating for clients
- Maintaining cool under pressure
- Details.

### **What you'll do:**

- Strategize and execute plans to grow Ragtrades' client base through sales and marketing efforts
- Interface with current clients to understand and communicate their business needs to our technical team to make product improvements
- Integrate client feedback into product
- Provide guidance in developing marketing materials
- Develop sales forecasts
- Report to the CEO



**Must-haves:**

- Undergraduate degree in engineering, business or related
- 2+ years experience in a related role
- Understanding of software / basic coding experience

**Bonus:**

- Experience selling SaaS solutions
- Photoshop/indesign experience

**A typical day might include the following:**

- Meetings with the founders to measure the effectiveness of previous business development campaigns and strategize for future
- Attending pitch meetings with prospective clients
- 2 or 3 weekly check-in meetings with clients to review goals and report progress
- Interface with technical team to communicate client needs