

# Bizdev Manager at BlueThrone

## job description

### **Background:**

BlueThrone is an exciting 100% “work from anywhere” startup company.

After fundraising a super successful seed round, we are currently in the Growth phase. Our founders are experienced in building successful companies in the mobile applications world, and we just got funding from top investors, who themselves brought their startup to a unicorn valuation.

They strongly believe in our successful business model and our ability to become a unicorn startup even faster than they did :)

Our business model is to acquire existing Mobile apps, appreciate them using Advanced marketing strategies, AI algorithms, and centralized technologic control infrastructure, and then drive massive growth based on the income from those apps.

And now?!

We are looking for hungry, challenge-seeker talents to join our worldwide dream team!

### **Brief description:**

In BlueThrone, the Bizdev Manager will be responsible for initiating, maintaining and developing business relations with our strategic partners and clients.

### **Tasks:**

- Deep **research** of relevant potential partners.
- **Managing** and **operating** the pipeline of new and existing partners.
- **Meeting** with partners (Pre and post collaborations)
- **Building** strategic bizdev plans for different companies and projects.

- **Communicate** plans and results to the app managers and the company management.

## **Requirements:**

- A good understanding of the mobile apps world.
- Eagerness to optimization. Inability to accept things as they are.
- Willingness to take extreme ownership of a super strategic area of responsibility

## **Skills:**

- Analysis and research.
- organized and systematic.
- High communication skills, especially in a remote environment.
- Context Switch - Working on multiple projects in multiple channels in parallel.
- C2 / Native English.

## **Lines of communication:**

- Directly report to the COO.
- Tightly working with the App Managers.
- Working with the VP of Systems & Innovations to learn the existing and create new systems.
- Working with the Operation Manager that helping coordinate various team members involved in the projects.

## **Working Conditions:**

- Full-time Job, 100% Work from anywhere.
- Business trips from time to time.

## **Want to Apply?**

**Email us to:** [Eli@bluethrone.io](mailto:Eli@bluethrone.io),

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