

Women@Tech

Women@Tech job description: Business Development Manager

Women@Tech leadership is seeking a highly motivated Chief Growth Officer to join our Community Pillar. The Business Development Manager will be a dynamic and visionary leader responsible for driving the strategic growth and expansion of the Women@Tech members community. They will spearhead initiatives to attract, engage, and retain members, while fostering a vibrant and inclusive environment that empowers women in technology. The role will play a pivotal role in shaping the future of Women@Tech, ensuring its continued success and impact.

In this role you will develop and lead various work streams including:

Membership Growth & Engagement:

- Set clear growth goals ensuring alignment with the overall strategic objectives of Women@Tech.
- Develop and implement innovative strategies to significantly increase and retain the membership base of Women@Tech across diverse demographics and seniority levels.
- Own, grow and manage a robust pipeline to acquire more member companies and individuals.
- Develop and orchestrate pitch to potential prospects: including developing materials for pitch, owning meetings and following-up until deal closure.
- Leverage data-driven insights to understand current member needs and preferences, tailoring pitches to enhance future members' experience and satisfaction.
- Collaborate with the Marketing & Comms pillar to ensure consistent and compelling messaging that reflects the values and aspirations of the Women@Tech organisation.

What you'll need to succeed:

- Proven track record of success in **driving significant growth and engagement within a membership-based organisation or community.**
- Deep **understanding of the technology industry** and the unique challenges faced by women in this field.
- Exceptional **leadership skills**, with the ability to inspire and influence others
- Strategic thinker with a **data-driven approach to decision-making**.
- Outstanding communication and interpersonal skills, capable of building strong relationships with diverse stakeholders.
- Passionate advocate for Diversity, Equity, and Inclusion.

What you'll get from us:

- Great experience working in a collaborative fun team

- Varied projects with a high degree of autonomy
- Opportunity to become a Diversity Equity and Inclusion (DEI) thought-leader, building your personal brand, and raising your voice in the industry
- A unique cross-company network, making meaningful connections and gaining diverse perspectives
- Expansion of your skill set and the opportunity for development with strategic experts
- The commitment to treating everyone equally, without any discrimination

Time commitment:

- Bi-Weekly meeting with Strategy Pillar
- Monthly Committee meeting
- Preparation for quarterly Exec Sponsor Roundtable meetings
- Approximately 3 hours per week and up to 6 hours during yearly planning season.

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