

Part-time Strategy and Business Development Manager

Solchroma Technologies is revolutionizing how the world interacts with our future Smart Cities with our groundbreaking full-color, reflective digital displays. Join Solchroma, help us reimagine our urban landscapes, and bring color to the world.

A part-time Strategy and Business Development Manager at Solchroma will help to cultivate relationships, understand market landscapes, and generate awareness and excitement for our solution among customers, partners, and stakeholders.

If you want to help build the future look of our Smart Cities in a fast-paced, dynamic startup environment, we want you to join our team as a part-time Strategy and Business Development Manager.

The Job:

Reporting to the VP of Marketing and Business Development, the Strategy and Business Development Manager will contribute to the Company's strategic relationship development initiatives in our emerging business areas. You will work closely with the CEO and Solchroma's technology team to establish partnerships with key customers and stakeholders. Working remotely is negotiable.

- Identify and manage marketing initiatives that support Solchroma's overall strategy
- Deepen existing relationships with Solchroma's partners and collaborators
- Manage multiple initiatives across Solchroma's product lines
- Cultivate customer and partner relationships
- Contribute to marketing efforts to promote and generate awareness of Solchroma's solution

You:

- 2+ years of business experience + MBA, OR 5+ years of business experience
- Able to come up to speed quickly
- Financially literate; ability to create and understand business financials and cost models supporting key initiatives
- Strong communicator and negotiator, having keen interpersonal/relationship development skills; team player
- Strategic thinker, but able to grasp the required detail in major endeavors
- Able to work in an unstructured setting — the creative chaos of a start-up environment; resourceful, having limited support
- Entrepreneurial; accepting of the risks and rewards of a start-up
- Comfortable actively participating in problem solving and enjoy working with a team to solve problems
- Quick to adapt and willing to learn new techniques, possibly outside your disciplinary boundary

Bonus Points:

- Undergraduate degree in a technical field

To apply send us a note with the following to info@solchroma.com:

1. Resume and cover letter
2. Salary range and start date expectations
3. Writing sample of an email introduction connecting two parties, and writing sample of a cold email to a prospective customer
4. Contact information for three professional references

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. Even if you don't check every box, but see yourself contributing, please apply. Help us build an inclusive community that will change the face of outdoor advertising.