



Solchroma Technologies, Inc.  
444 Somerville Ave.  
Somerville, MA 02143

## Marketing and Business Development Associate (part time)

**Available immediately**

Solchroma Technologies is revolutionizing interactions and aesthetics of our future Smart Cities with our groundbreaking full-color, reflective digital displays. Join Solchroma, help us reimagine our surroundings, and bring color to the world.

A Marketing and Business Development Associate at a digital signage company 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 Business Development Associate.

### **The Job:**

Reporting to the VP of Marketing and Business Development, the Marketing and Business Development associate will contribute to the Company's strategic relationship development initiatives in our emerging business areas. They will work closely with the CEO and Solchroma's technology team to establish partnerships with key customers and partners. 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:**

- Able to come up to speed quickly
- Financially literate; ability to create and understand business financials and cost models supporting key initiatives
- Strong communication and negotiations skills supported by keen interpersonal/relationship development skills; team player
- Strategic thinker, but able to grasp the required detail in major endeavors
- Ability to work in an unstructured environment—the creative chaos of a start-up environment; resourceful, with limited support
- Entrepreneurial; accepting of the risks and rewards of a start-up
- Are 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
- Prior business experience

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.

**To apply send us a note with your CV/resume to [info@solchroma.com](mailto:info@solchroma.com)**