



Business Development Manager

Remote or Austin

Brainingcamp is an Education Technology company in Austin, TX with remote team members across the US. Our digital Math Manipulatives (interactive objects) are used by over 7 million students, with an average 4.7/5 rating. The company is rapidly expanding, and seeking individuals who are driven, kind, and enjoy having fun.

WHAT YOU WILL DO

- Prospect companies who might want to embed Brainingcamp into their products
- Identify and build relationships with decisionmakers
- Demonstrate integration value and respect prospect's decision (no pushy tactics)
- Consult with partners to uncover their needs and customize a solution
- Negotiate pricing and terms that meet both parties' needs
- Coordinate with R&D to deploy integrations
- Build strong long-term relationships and update partners on product news
- Occasionally travel if required (5-10%)

WHAT WE'RE LOOKING FOR

- 2+ years of business development experience
- Knowledge of the K-12 content market and ability to identify leading providers
- Strong prospecting, negotiation, and closing skills
- Ability to build relationships that deliver value to both sides
- Highly relational and persistent (great partnerships can take time)
- Experience with Salesforce or other CRM
- Determination and ability to exceed goals
- A passion for Brainingcamp's mission to make math visual and interactive
- K-12 educational software or materials sales experience is a plus

BENEFITS

- Strong work-life balance
- Core hours with flexible start and end times
- Tremendous opportunity for growth at rapidly expanding young company
- Competitive salary (commensurate with experience)
- Flexible PTO
- Parental leave
- Medical, Dental, and Vision Insurance
- Casual dress

Brainingcamp is an equal opportunity employer and embraces diversity of all kinds.

Please send your resume and a short blurb about yourself to careers@brainingcamp.com.