

VP BUSINESS DEVELOPMENT/STRATEGIC PLANNING

Seasoned, savvy professional to lead strategic and operational initiatives critical to the ongoing growth of the company.

Developing and executing market entry plans

Defining the business model and pricing strategy for a soon-to-be-launched product.

Implementing a new sales channel strategy.

Experience in a technology-driven industry is required.

Responsibilities:

Work with the company's senior executive leadership to define, launch, and drive mission-critical strategic and operational initiatives.

Assume primary responsibility for structuring and executing operational and strategic initiatives – developing work plans, gathering and synthesizing relevant data, leading analyses, and developing final recommendations.

Lead cross-functional, global teams to get work done.

Clearly communicate findings from initiatives to senior management and to the broader organization.

Be accountable for driving recommendations through to implementation

Requirements:

3 to 5 years experience in a high-growth technology firm.

Demonstrated strong performance in prior roles, with increasing levels of responsibility and independence; demonstrated ability to lead complex operational and strategic initiatives.

Distinctive problem solving and analysis skills, combined with impeccable business judgment and ability to communicate with highly technical management team.

Graduate degree from a leading business school, computer science or engineering program; undergraduate degree in computer science, engineering or other technical field strongly preferred.

Experience in the software, Internet, and/or media industries strongly preferred.

Superior Excel financial modeling skills; proficient PowerPoint skills.

Excellent written and oral communication and interpersonal skills.