

Business Development Associate

About Rotational

Our mission is to empower modern data teams to build next-generation apps, APIs, and models as quickly, reliably, and securely. We help developers and organizations unlock value and growth by getting the right data to the right process at the right time and place. As specialists in cloud computing, event-driven data systems, and machine learning, we bring empathy to Event-Driven Architectures to create developer experiences that enable collaboration and curiosity in software engineering and operations.

What We'll Depend On You For

- Developing & implementing a coordinated business development strategy with the COO.
- Planning and coordinating business development efforts.
- Communicating the business development plan to Rotational's leadership and team.
- Researching demand for our products and services.
- Researching prospective clients.
- Competitor research and market analysis.
- Building brand awareness and positioning.
- Building relationships with partners, customers, and other stakeholders.
- Supporting sales and lead generation efforts.
- Organizing company conferences, trade shows, and major events.

What You Can Expect From Us

- **Respect.** We'll take your contributions, your opinions, and your feedback seriously.
- **Variety.** You'll support a wide range of marketing projects and initiatives from developer outreach campaigns to conferences, and everything in between.
- **Sincerity.** We'll trust you with challenging tasks and give you ample opportunity to push yourself beyond your current experience.

- **Continuous Learning.** We're teachers at heart; we'll provide you with mentorship and plenty of learning opportunities.
- **Growth.** We're a small but growing company and want you to grow with us. We're open to creative ideas and approaches that deliver results, differentiate us in the market, and adhere to our values. At the same time, we care about our team and we want to understand your goals and help you achieve them.

Things We're Looking For

- Experience supporting or planning lead generation efforts that create product interest.
- Experience supporting or planning business development outreach efforts that identify prospective customers, engage interested parties, and connect solutions to problems.
- Ability to build relationships as a trusted advisor to current and prospective clients.
- Creative, growth-focused mindset.
- Interest and eagerness in building a brand.
- Effective time management skills and the ability to multitask.
- Strong research and copywriting skills with attention to detail.
- Professional and proactive work ethic.
- High competence in project and stakeholder management.
- Interest in technical topics and software engineering.
- Empathy and excellent interpersonal, written and oral communication skills.

Things We Aren't Worried About

- Specifics about degrees and credentials. We believe that creative and thoughtful business development associates come from all different backgrounds.
- That you've worked for a technical organization or have a technical background. If you do, that's great! If not, that's great too. While it's important to have an interest in technical topics or software development, what matters more is being empathic and understanding how important relationship building is to outcomes. We care that you are excited to bring what you know, that you're open to being flexible depending on the objective, and that you're willing to learn as you go.

- Where you call home. We're a distributed company and we have contributors from all over the world. Working with people who are far away, in different timezones, with different cultures and backgrounds is no easy task, but it's part of who we are and of the commitment we make to each other at Rotational.

Apply for this position by sending your resume and a short email with "Business Development Associate" in the subject line to info@rotational.io.