



Role: Senior Business Development Manager

Employment Type: Full-time

Location: West Coast, US

About TLNT:

TLNT is the ultimate co-creation platform, helping our partners to harness the power of creators in all corners of the world.

With over 1M creators, 2.5M social followers, 4M members and a client list including major brands, media owners and agencies, this is a truly unique opportunity to join a pioneering global company at an exciting scale-up stage.

Our Website: www.tlnt.holdings

The Role:

Driving sales and business development within the US market for Talenhouse, Zooppa and Ello, you will be a driven and experienced salesperson with a track record of overachieving revenue targets and an extensive black book of industry contacts.

Leading, managing and inspiring the US Commercial Team, you will keep the core brand values and vision of TLNT at the forefront whilst pushing to grow in what is a massive US market. This is a role for a real go-getter, ready to get stuck in and keen to make an impact on a growing business.

Responsibilities:

- Develop and implement an effective US sales strategy in collaboration with the Head of Commercial Sales
- Devise, lead and review existing products, creative solutions and new commercial opportunities to drive US sales performance across the business
- Be constantly looking for upselling and cross-selling opportunities, leveraging the entire TLNT portfolio
- Develop and implement lead generation strategies – optimising on a monthly basis



We'd love to hear from you if you have...

- A track record of overachieving on sales targets and the drive to go the extra mile to make this happen
- An extensive history of forging high-profile relationships with top stakeholders - and the black book to prove it
- Experience working with fast-moving and evolving tech-based companies
- The ability to analyze, interpret, and leverage data to make business decisions
- Experience in either a start-up, scale-up or high growth business
- A passion for all things creative

Incentives:

- Competitive salary
- Includes great benefits; allow for future participation in an employee share option scheme being established

Next Steps:

- Submit your CV and cover letter to careers@talenthouse.com

Please note that due to a high number of applications, if you do not hear back from us within two weeks your application has not been successful