



Business Development Manager New England Region

About us:

We are [reachHIRE](#), based in Concord, MA. You have never met a more dedicated bunch of amazing people who are more passionate about women in the workplace -- specifically in helping women who have taken a career break get back to work. We are a well established start-up that has been in business since 2013, and have a great track record with our clients. Just as our company is founded on supporting women, we have a work culture based around mutual support and respect.

About the job:

We are looking for a great new team member to open up new accounts in New England (primarily the Boston area). We will support you with lead lists, marketing materials, etc., but the bottom line is it will be up to you to make things happen for reachHIRE in this region. You will develop a sales/marketing plan to sell large returnship programs to major corporations, ideally at the C-level or at the highest level of HR management. This will involve a lot of landscaping, prospecting, cold calling, networking and in-person meetings. There is a base salary, but it is important to know the comp plan is based on pay for performance. The job is full-time and while it has a lot of flexibility, it also has a lot of accountability.

About you:

You have worked in the Human Resources/Talent Acquisition/Diversity & Inclusion ecosystem in a sales role for a while, and you are well networked at high levels, i.e. you know a ton of people in HR AND at senior levels at local corporations (or know how to get in to see them). You are passionate about gender diversity and equality for women in the workplace. Being able to present a tangible, turnkey, successful way for employers to add talented, high potential women to their workforce is intriguing to you. Building sales from the ground up does not phase you, nor does presenting in the C-suite. You are a grown-up and are self-motivated. You are articulate, persuasive, polished, eloquent and excel at solution selling. You create deep, "trusted advisor" relationships. You are a great colleague and supportive teammate. You want to take all of your great sales experience in a new direction and leverage your experience in a new, meaningful and maybe even (gasp) fun and enjoyable way.

If this sounds interesting to you, we would like to talk. Please send a note and resume to Kelly Lynch at klynch@reachire.com. Thanks!

