

# Director of Strategic Partnerships and Business Development

## Anametric Job Description

Anametric is a venture-backed startup based in Austin. Working with the quantum group at Air Force Research Labs and a diverse team from Southern Methodist University in Dallas, we're designing and building breakthrough quantum photonic silicon chips for the cybersecurity market.

### Roles and Responsibilities

Reporting to the President and working closely with the entire team, the Director of Strategic Partnerships and Business Development is charged with expanding Anametric's future product sales opportunities and using their experience across a variety of sectors to approach, explore opportunities and then actively engage between Anametric and other businesses in the Secure Communications and Cryptography markets. The successful candidate will be a self-starter who has the background and ability to clearly communicate core Anametric value propositions, identify potentially promising business opportunities and then direct effective follow-up strategies for the company.

The ideal candidate has a strong background and demonstrated experience in sales and business development in a B2B and/or professional services setting, particularly working with senior level decision-makers. He/she will have a proven ability to build relationships and develop networks, along with highly developed account management skills.

Anametric is seeking a confident and resourceful team player with the ability to thrive in a dynamic work environment where each team member is expected to drive projects forward while also working collaboratively to achieve shared goals. He/she will be expected to manage clients independently, make important decisions about sales approach and network development while also leveraging the strengths of the Anametric team. He/she will be responsible for transitioning the company from a technology leadership role into a successful and profitable venture while maintaining the core Anametric value proposition of leading-edge technology without resorting to excessive hype.

This is an exciting opportunity for an experienced -business development professional with sales experience to bring his/her unique set of skills and relationships to drive the strategic growth of a dynamic company well-positioned to capitalize on an exceptional technological opportunity in the industry's transition to Post-Quantum Cryptography.

### Specific duties and responsibilities include:

- Helping to convert Anametric's existing strong relationships in the secure communications space to genuine customer relationships, while learning more about potential opportunities in this market.
- Seeking out and sourcing new Anametric clients and opportunities by developing your own existing connection networks and independently identifying relevant resources for sales and partnerships.
- Working collaboratively within the Anametric organization to develop a unified and creative outreach strategy to attract and retain new and existing clients.
- Working towards sales and revenue goals as established in partnership with the President.
- Over time, as the team grows, manage 1-3 people in marketing and/or sales functions.

## Essential Skills/Attributes of the Ideal Candidate

- Bachelor's Degree and a minimum of 10 years of professional work experience in B2B sales, sales in professional services, sales - team leaders, business development in professional services, and client relationship management.
  - Experience in creating a growth strategy for a technology firm across commercial, federal and defense sectors preferred.
- Exceptional relationship management skills and the ability to build and grow connections with people of all types and backgrounds.
- Exceptional verbal and written communication skills.
- Independent critical thinking and creative problem-solving skills.
- Comfortable and confident using technology as an integral part of the sales process, with experience using CRM tools.
- Highly organized and detail-oriented, with the ability to keep multiple projects and client engagements active at once.
- Comfort with ambiguity and ability to navigate uncertainty.
- Style alignment with a strengths-oriented team environment and the ability to naturally elevate others.
- Interest in working as part of a small and growing company, with awareness about the opportunities and challenges that come with a highly adaptive environment.
- Dynamic and engaging, with a sense of humor and the ability to not take oneself too seriously.

## Compensation and Benefits

Salary for this position is competitive and commensurate with experience. Anametric offers first-rate health insurance benefits and a generous time off policy. Anametric is an equal opportunity employer and encourages applicants from diverse backgrounds of all kinds.