



Director Business Development – Multiple Locations

Digital WarRoom is a growing eDiscovery software company headquartered in Seattle, Washington. Our vision of supplying an eDiscovery software that is **Just. Speedy. Inexpensive** has generated significant growth opportunities for our company and, in doing so, has created exciting opportunities for career development. We are seeking motivated business development professionals to help lead growth in several key markets.

The Director of Business Development will be responsible for growing, mentoring, developing, and managing the sales team in their region. They will enable the team to perform at the highest level by using techniques and guidelines set forth by the executive team. The Director of Business Development is primarily responsible for identifying prospective clients, developing those prospects into actual clients, and maintaining client relations at the highest levels.

Working with senior leadership, the Director of Business Development will act as a sales leader and is responsible for the revenue growth in their local market. The Director of Business Development will develop a revenue and sales activity plan that will align with local and company sales strategies. He/she will also manage and assist the local sales team to achieve their personal sales goals. The Director of Business Development is a player-coach in the truest sense: he/she will lead by example, set the tone for the market through individual sales performance, and will set the pace for the entire local sales team.

If you are looking for a great opportunity to build your own team, grow market share, and enjoy working with a stellar team, this is the perfect position for you.

Duties/Responsibilities:

- Attract, negotiate and sign new clients through direct marketing
- Maximize sales through implementation of revenue and sales activity plans
- Mentor, train, and develop local sales team by utilizing sales best practices
- Develop sales metrics and opportunity reporting utilizing Salesforce and other tools
- Communicate effectively with clients on new products and service offerings
- Work with marketing to drive programs and events to extend market share and name recognition
- Work with prospective and current clients to identify additional business opportunities within their companies for the entire sales team
- Network and participate in local professional organizations within key industries specific to the assigned territory
- In-person follow up on leads received through general referrals, cross-selling, advertisements and inquiries



Requirements:

- Minimum of 5 years of exceptional direct sales experience and/or sales management success in a legal software and/or services organization
- Prior experience with enterprise sales a plus
- Highly proficient with CMS, such as Salesforce
- Minimum of 3 years' experience in legal sales, eDiscovery, or other comparable experience
- Demonstrated ability to articulate both the business value and technical benefits of product solution
- Excellent communication and presentation skills
- Exceptional attention-to-detail
- Knowledge of the eDiscovery and legal technology markets

Education:

- Bachelor's degree from an accredited college or university is highly preferred
**Experience may be considered in place of a degree*
- Formal sales or negotiation training is highly preferred

We are seeking a Director of Business Development in these markets:

- Seattle, WA
- San Francisco, CA
- Los Angeles, CA
- Chicago, IL
- Miami, FL
- Atlanta, GA

Travel (Approx.): Regional and Local Travel (50%)

To be considered, please submit your resume and cover letter to careers@digitalwarroom.com.