

JOB POSTING

INTERNATIONAL BUSINESS DEVELOPMENT MANAGER

Hours of Work: Full time, Permanent
Salary: \$65,000–75,000 base
+ performance-related bonuses
Location: Remote from where you are
happiest (Canadian timezones).
Occasional travel required.
Start Date: ASAP
Closing date: August 13, 2021 @ 5pm PST



DreamRider

[APPLY NOW](#)

THE OPPORTUNITY

You are a seasoned business development or sales professional looking for your next big challenge with an innovative and growing values-aligned company. We have a scalable educational technology product that reliably turns kids into environmental and social changemakers in their families and communities. This is a unique opportunity for someone who wants to grow the business and help us scale our impact worldwide!

ABOUT DREAMRIDER PRODUCTIONS

Over a million kids around the world have laughed, learned and leapt into action after experiencing DreamRider's highly engaging shows and interactive media. As a social enterprise, we sell our award-winning Planet Protector Academy programs to government agencies, corporate partners and directly to schools to support their environmental engagement and changemaking efforts. After scaling across Canada over the last



few years, we have identified significant opportunities for international expansion to scale our impact and increase our revenue. We're looking for the next member of our fun, nimble and creative team to make it happen!

OUR VALUES

Everything we do is guided by our Cultural Covenant to ensure that we work and grow together in an environment that's fun, creative, welcoming, meaningful, empowering and inspiring!

At the heart of all our work is love and kindness; we do our best to walk our talk, and to learn and grow together. We are on a lifelong organizational anti-racism, decolonization and anti-oppression journey. We recognize our interconnectedness with the earth and each other.

THE ROLE

- You'll lead on all aspects of the company's international export activities, supported by the Director of Partnerships & Operations and the Sales & Marketing Coordinator.
- You'll spend about 60% of your time selling directly to international schools, 20% pursuing strategic distribution partnerships to accelerate our scaling efforts and 20% assessing new target markets for export.
- You'll scale our impact around the world, inspiring kids everywhere to become planet protecting superheroes in their families and communities.



Kids in Tamil Nadu, India becoming planet protecting superheroes.

KEY RESPONSIBILITIES

- Develop and execute our international growth strategy
- Identify, assess and select new target markets for export
- Gather learning on new product/localization requirements before market entry
- Meet sales revenue targets by closing sales with international customers and distribution partners
- Build strategic partnerships to accelerate market development and revenue generation
- Manage key clients relationships and strategic partnerships
- Develop go to market and sales strategies to accelerate revenue growth e.g. referral program
- Undertake trade missions to further business development objectives
- Support the development of marketing collateral and campaigns targeted at prospective clients
- Support product innovation to serve emerging customer needs

ROLE REQUIREMENTS

If you are inspired by the role but don't have everything that's listed below, we encourage you to apply anyway!

Experience:

- Business to business (B2B) sales experience
- Proven track record of achieving sales targets
- Developing strategic partnerships to drive business outcomes
- Experience with international sales or other intercultural projects

Skills:

- Relationship and rapport building
- Negotiation and closing
- Written and verbal communication for remote selling
- Organization and planning

Requirements Continued...

Skills (Cont'd):

- Creativity and problem-solving
- Strategic planning
- Adapting to new circumstances and opportunities as they emerge
- Cultural sensitivity and strong intercultural communication
- Social selling e.g. LinkedIn prospecting
- General fluency with technology especially in a remote selling context

Other:

- Relationship first, 'win-win' mindset to foster sustainable revenue generation
- Growth mindset that's open to failure and learning from mistakes
- Commitment to environmental and social justice issues
- Demonstrated personal commitment to anti-racism, decolonization and/or anti-oppression work
- Availability to meet with clients across different time zones
- Valid passport with ability to travel internationally
- Legally entitled to work in Canada

Nice to have:

- Experience selling education and/or technology products and services
- Experience selling to or working with government, corporations or other institutions
- Completed formal sales training program e.g. CPSA, Dale Carnegie, Shane Gibson
- Complex and long sales cycle selling skills
- Experience with sales automation platforms
- Marketing content creation and curation skills
- Budget and project management skills
- Fluency in any other language(s) beside English

PERKS

- Healthcare spending account allowance
- Paid time for sickness, personal days and bereavement
- Flexible working hours to help you better balance work and life commitments
- Home office stipend
- Kind and collaborative working culture that's on the cutting edge of organizational practices (see Margaret Wheatley, Otto Scharmer)
- Professional development allowance to pursue job-related and personal development
- Ongoing DEI training to support personal development & organizational capacity building
- Opportunity to work with and learn from leading consultants/advisors
- Career development opportunities in our fast-growing company

HOW TO APPLY

Complete the application form and attach your resume.

[APPLY NOW](#)

Application Process

Stage 1: Application submission

Stage 2: 30-minute video call

Stage 3: 60-minute video call; 90-minute task where you'll be paid a \$50 honorarium

Stage 4: 60 to 90-minute video call

Stage 5: Reference checks

Stage 6: Offer

Predetermined interview questions will be sent ahead of time.

QUESTIONS?

As part of our efforts to offer a fair and consistent interview process for all applications, we regret that we can't answer any questions ahead of the application deadline. If you have a disability and would like to discuss accommodation of your disability and ensure fairness in our hiring process, please contact us at sion@dreamriderproductions.com or call 604-757-3212 before July 23, 2021.

Our remote team is based on many different Indigenous Peoples' native lands and our head office is located in Port Moody, BC, which is situated on the unceded territories of the Kwikwetlem (Coquitlam), qiqéyt (Qayqayt), x^wməθk^wəy̓ əm (Musqueam), skw̓x̓ wú7mesh (Squamish), sel íl witulh (Tsleil Waututh), and Coast Salish peoples. We are committed to truth & reconciliation in action.

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