



Corporate Learning Business Development Director

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Who We Are: Mursion is the virtual reality environment where professionals practice and master the complex interpersonal skills necessary to be effective in high-stakes professions. We deliver virtual reality simulations that recreate the most demanding interpersonal exchanges that professionals confront on the job every day. These simulations offer:

- A safe way to **learn by doing**
- A window into the **performance capacity** of a global workforce
- An **agile format** to adapt content as your needs change
- A **scalable approach** to practicing and assessing soft skills

Armed with over 100 current customers spanning the education, healthcare, and corporate learning sectors, Mursion seeks a talented Corporate Learning Business Development Director who can grow the business in this market.

Who We Want: We seek talented people from diverse backgrounds and experiences, who are inspired by our mission to leverage virtual reality technology to reinvent corporate learning, and who are motivated to help Mursion become the premier global platform for virtual simulation training for soft skills. Our employees must be strong collaborators, skilled communicators and problem solvers, and comfortable in a fast-paced start-up environment.

Responsibilities: The Corporate Learning Business Development Director, a full-time position based in our San Francisco office, will be responsible for designing and executing a plan to rapidly accelerate the growth of Mursion's corporate learning business. As a senior member of our growing sales team, the Corporate Learning Business Development Director will be instrumental in helping us bring VR/MR/AR products to market around the world. The position will place an ambitious senior level sales representative at the forefront of a new and emerging marketplace. The role involves:

- Leveraging the Director's own network of corporate learning leaders and cultivating leads from Mursion's pipeline to quickly grow and close the number of qualified business opportunities for 2017-18.
- Managing Mursion's CRM and tailoring it to support accurate sales forecasting for corporate learning.
- Collaborating with marketing and communications staff to ensure that Mursion's marketing materials and website are well-designed for the market.

Qualifications: Mursion seeks a highly experienced business development leader who can leverage their knowledge of the industry and their existing contacts in the industry to quickly expand our footprint in this emerging market. The Corporate Learning Business Development Director will have the following qualifications and competencies:

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- *Experience:* Eligible applicants will have at least 5-10 years of experience in corporate learning, including significant experience in a business development role. Preferably, applicants will have experience selling solutions (content or technology) that address interpersonal skills (e.g. sales, leadership development, customer service, etc.). Applicants must have demonstrated experience in closing large and complex corporate learning deals, and have successfully met sales targets in the past.
- *Education:* Eligible candidates will have a Bachelor's degree. A master's degree in business, education and or other relevant field is preferred but not required.
- *Abilities:* Demonstrated abilities in the following areas:
 - Business development
 - Negotiating and structuring complex partnerships
 - Leveraging deep knowledge of the corporate learning industry to communicate a compelling value proposition for solutions
 - Communication and presentation
 - Budgeting and forecasting
 - Using a CRM to maximize sales efficiency
- *Competencies:* We are looking for a Corporate Learning Business Development Director who is:
 - Well networked in the field of corporate learning
 - Is able to find and close large corporate learning opportunities with minimal support and oversight.
 - Organized, detail-oriented and able to manage key initiatives
 - Technologically savvy
 - Comfortable working with individuals with diverse backgrounds and work styles
 - Decisive and able to exercise discretion about when to escalate problems
- *Travel:* The Corporate Learning Business Development Director is expected to travel up to 20%. Travel will mostly involve attending tradeshow and conferences. Mursion does not expect that travel will be required to close business.
- *Location:* Mursion is headquartered in San Francisco. We prefer candidates who live or would be willing to relocate to the Bay Area.
- *Compensation:* Salary is commensurate on experience. Mursion has a competitive Commission Plan. Mursion offers competitive benefits, which includes full medical, paid holidays and PTO.
- *How to Apply:* Qualified candidates should submit a resume and cover letter to careers@mursion.com.