

Job Description: Director, Business Development

About the Company

Launched in late 2021 to serve frontline workers, [ARC](#) was born out of the consumer-facing technology that phone charging provider ChargeItSpot brought to market in 2012. ARC is a device management solution integrated with smart lockers, designed to store, secure, and charge company-owned handheld devices (i.e., by Zebra, Honeywell, etc.) that frontline workers use to do their jobs and perform their core job functions (e.g., for package scanning, inventory lookup, task management, mobile point of sale, etc.).

Clients turn to ARC because they find that it is extremely difficult to manage and maintain their investment in enterprise mobile devices post purchase. There's a ton of waste from legacy, manual processes. Devices frequently go missing (25% annually), stop working, or run out of power – costing payroll time, money, and productivity. ARC virtually eliminates these issues, ensuring that devices are functional, charged, and not missing -- all while improving productivity and experience for ground teams.

Market demand for ARC has been overwhelming and the company has been growing rapidly. Device management has been a huge unmet need for decades with a problem space that is deceptively nuanced, complex, and costly. ARC is uniquely positioned to solve these problems given its decade of relevant technical expertise with ChargeItSpot phone-charging lockers, our legacy mobile device product. ARC builds upon ChargeItSpot's competencies and has carried over expertise like IP (protected by 8 patents and counting), deep technical know-how, and real-world experience gained while solving similar problems in a live field environment.

Want to learn more? See the work we're doing with [Sam's Club](#).

About the Team

At ARC, we surround ourselves with independent thinkers who are detail-oriented, and customer obsessed. Our clients have routinely called us “the most talented team they’ve ever worked with.” We value determination, resourcefulness, imagination, and follow-through. We want people who are ready to get things done.

Our focus is fierce, but it's not all hard work. We take time to get to know each other through a daily game of Jeopardy, meals together, and nights out for karaoke. We operate a hybrid work model, with most team members working in the office a couple of days a week, and the rest remotely.

Want to know more about our company? Check out our [core values!](#)

About the Role

ARC is looking to hire an experienced sales executive. Given ARC's momentum in the market, there is tremendous upside and opportunity to engage in high-level deal making with significant commission opportunities.

The ideal candidate will have experience selling to senior leaders from distribution centers, 3PLs, retailers, and/or other large enterprises that own a significant number of handheld devices. The candidate selected to join our team will have a high level of competency in all, or most of the responsibilities outlined below. Our approach to sales is highly targeted, strategic, and unconventional.

The successful candidate will earn a starting salary commensurate with qualifications and experience, in addition to monthly commissions on closed deals. As an integral member of ARC's revenue-generating team, you'll partner with the Head of Business Development and our CEO/Founder to generate and close multimillion-dollar contracts with large enterprises.

Responsibilities

- Manage a complex sales cycle by engaging senior decision makers across multiple functions to allocate budget for our technology, perhaps one that they had never considered
- Set up meetings with senior decision makers (typically SVP, EVP, or C-Level)
- Develop and cultivate leads within our target verticals (retail, supply chain, transportation, healthcare, and others)
- Meticulously prepare for calls and meetings to align our unique value proposition with the goals of the prospective enterprise as well as the goals of the individual
- Convert pilot and regional accounts into large, multiyear, nationwide contracts
- Working closely with the Head of Business Development and the CEO to pursue methodical and strategic approaches to close multimillion-dollar contracts

Qualifications

- 5+ years in B2B sales
- Bachelor's degree in business or related field; MBA a plus
- Proven success in sales; a yearning to grow via structured training (Sandler Sales Training or similar Sales Training experience a plus)
- Experience dealing with retail, supply chain, transportation, and healthcare verticals
- Demonstrated ability to nurture long-term relationships with senior decision makers

- Outstanding verbal and written communication experience; qualifying and closing skills
- Obsession with details; precise execution
- Experience in a startup environment a plus
- Enthusiasm for solving problems and overcoming obstacles
- Willingness to travel
- Flexibility of schedule that allows for occasional night or weekend work

The Candidate

You think several steps ahead. You are relentless, strategic, and a long-term thinker. You believe the details are important and so you get them right. You find creative ways to get to the most senior people in the prospect/client organization. You are a fast learner. You take feedback well and implement it. You care about getting to the best outcome, and do not focus on being right or wrong.

Location

Remote or hybrid possible for the right candidate. Location to be discussed. We are headquartered in Philadelphia, PA and the team operates in East Coast business hours.

Benefits

- Sales commissions
- Health, dental, and vision insurance
- Health Care FSA
- 401k plan with matching company contributions
- Paid time off
- Hybrid or remote environment

If you have the unique combination of skills and qualities we are looking for, please submit your resume and a cover letter expressing your motivation to apply to this position to **careers@chargeitspot.com**.

ARC by ChargeItSpot is an Equal Opportunity employer. Personnel are chosen on the basis of ability without regard to race, color, religion, sex, national origin, disability, marital status or sexual orientation, in accordance with federal and state law.