



Vice President, Business Development

New York

Interested in a career that bridges the gap between Mergers & Acquisitions and Technology? Sutton Place Strategies (SPS), an award-winning provider of market intelligence for the Private Equity and M&A origination community, is seeking a **VP of Business Development (BD)**. This is an opportunity to join a growing company of talented and motivated individuals, constantly exceeding expectations among private equity, lender, and advisor clients.

Mission

In this role you will report directly to the CEO. You'll be expected to lead sales and business development responsibilities within the organization, and double our client base in the next 3 years. At SPS, we help our clients navigate the competitive and opaque world of deal origination to identify opportunities, streamline internal processes, and improve their firm's overall performance. We are the subject matter experts, employing a proactive & consultative approach that leverages SPS' decade-plus expertise of developing and implementing functional solutions.

Responsibilities & Objectives

- Align sales and marketing strategy, tactics and technologies into a single unified business process embedded in the culture of our firm.
- Coordinate all sales and marketing activities while building collaboration, including hiring, training, and coaching new BD team members.
- Develop metrics to measure business development performance and improve areas requiring remediation.
- Meet and exceed company quota objectives.
- Competence and willingness to independently take initiative on full sales cycle, including:
 - Developing new leads through referrals and research.
 - Prospecting via email and calling to schedule meetings.
 - Updating and maintaining contact and other relevant information in company CRM.
 - Using social media for sales and marketing.
 - Preparing presentation materials prior to and after meetings.
- Develop a thorough understanding of the SPS solution and M&A industry to drive higher prospective customer engagement.

Requirements

- 4-8 years of sales leadership experience positioning and growing a SaaS/Information Service solution in the financial services market.
- Self-motivated and enthusiastic with a strong work ethic.
- Polished verbal and written communication skills, comfortable interacting with C-level executives and associates alike.
- Business acumen specific to the needs of GPs and LPs in private equity and the broader M&A ecosystem.
- BA/BS or equivalent degree.



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- Effective multi-tasker, maintaining a strong sense of urgency through planning and execution of various initiatives.
- Strong collaboration and team building skills. This is a growing company and we succeed and fail together.
- Excellent follow up skills with great attention to detail.
- Willingness to travel, up to 35%. Averaging 1-2 trips per month.

Compensation

Based on experience and will consist of base salary, performance bonus, 401K/ match, SPS cost sharing of medical, dental and vision plans along with available Flex Spending Account, Commuter Benefits, Voluntary Life and Long-term Disability Insurance, Wellness perks and more.

Interested candidates should send a resume and other additional information to:

info@suttonplacestrategies.com

About Sutton Place Strategies, LLC.

Founded in 2009, Sutton Place Strategies is dedicated to helping investors, corporate buyers, lenders, and advisors maximize their business development effectiveness. The firm's core product, the SPS Portal, is the convergence of actionable data with proprietary technology that is designed and dedicated to improving deal sourcing.