Business Development Engineer

Location: 100% Remote - Full time position - Anywhere

To apply for this position please send your CV to recruitment@singularitynet.io informing the job title in the email subject line.

As a BD Engineer, you will manage, support and coordinate the broad and diverse marketing requirements within SingularityNET.

What you should know about the SingularityNET organization:

SingularityNET is the world's leading decentralised AI platform and organisation. The SingularityNET decentralized network, and the associated nonprofit SingularityNET Foundation, were founded in 2017 with an extraordinarily ambitious and important mission: To work toward beneficial Artificial General Intelligence (AGI) guided and controlled in a democratic and decentralized manner. Now in an exciting exponential growth phase, SingularityNet is launching several inspiring and ambitious spin-off projects planned as part of its Phase 2 whitepaper, including infrastructure, media and biomedical projects.

Global and decentralised, SingularityNET works with a team of c.a. 100 talented scientists, engineers and operational experts, working either remotely or in hubs of excellence worldwide. At SingularityNET we value collaborative and creative ways of working, within a culture of openness and transparency where every team member is empowered to make their finest contribution and thrive. We are committed to diversity and inclusion and all candidates are welcomed and encouraged to apply irrespective of race, gender, age, religious beliefs, LGBTQ+ affiliation or any other minority characteristic.

What we are looking for:

We are seeking a talented and motivated Value Engineer to join our Marketing team and help us enhance customer relationships and drive business growth through effective partnerships strategies.
As a BD Engineer at SingularityNET, you will play a crucial role in developing and implementing customer relationship management strategies to drive engagement, structuring the value with our partnerships. You will work closely with cross-functional teams to ensure the successful execution of new engagements across multiple partnerships, leveraging data-driven insights,

engineer the value from engagement and find innovative ways to retain the loyalty of our community.

Your responsibilities will include:

- Develop and implement CRM strategies aligned with overall marketing objectives to drive customer engagement, retention, and loyalty.
- Segment and analyze customer data to identify trends, preferences, and behaviors, and translate insights into actionable strategies.
- Collaborate with the Marketing team to create targeted and personalized email marketing campaigns, ensuring content relevancy and timeliness.
- Manage the end-to-end execution of engagements across strategic initiatives with multiple partners.
- Curate our register Event Relationship Database to build up our list of contacts in an organised way.
- Monitor and report on key performance metrics of partnerships initiatives, providing regular updates to stakeholders and making recommendations for optimization.
- Ensure accurate data collection, analysis, and reporting for continuous improvement for partnership pipeline.
- Champion the importance of community-centricity within the organization and contribute to a culture of continuous improvement.

Requirements:

To be successful in this role you will need:

- Bachelor's degree in business, or a related field.
- Proven experience (3-5 years) in business development, startups acceleration or a related role within a fast-paced business development environment.
- Excellent written and verbal communication skills, with a keen eye for detail and creativity.
- Analytical mindset with the ability to interpret data, draw insights, and make data-driven decisions.
- Strong project management skills with the ability to prioritize tasks and manage deadlines effectively.
- Collaborative team player with the ability to work across departments and functions.
- Certification in Business Development or related areas is not mandatory but will be taken into consideration.
- Hands-on experience
- Flexibility in working hours, ability to work under pressure and adjust quickly to changing goals and timelines.
- Cryptocurrency, AI and Defi knowledge

What you will get in return:
- Being part of one of the greatest AI and blockchain teams in the world that aims to create beneficial Artificial General Intelligence for the good of humanity
- Working on multiple projects that each have the potential to change the world in domains like health, finance, media, and computing
- A lot of freedom and responsibility in organizing your work hours and location
- Opportunities to advance your career in many potential directions
- Salary and benefits are in line with your experience and location you are based.

The foundation reserves the right to update this job description any time.