



Director of Business Development

Full Time — In-Office / Hybrid
Orange County, CA

About the team

Steg.AI is one of the leaders in AI for information security, and we're building the next generation of cyber safety tools. With the prolific rise of deep-fakes, misinformation, and fake news-- seeing is no longer believing. By introducing new mechanisms for trust and security for digital media assets, we believe responsible AI can help make the internet safer for people.

Steg.AI is a rapidly growing 9-person team, including 3 Machine Learning PhDs, a Fortune 500 executive, and a Disney Imagineer turned serial entrepreneur. The company has been funded by the non-dilutive National Science Foundation awards, angel investment, and venture investment. We have been recognized with a Small Business Innovation Research award (SBIR) from the US National Science Foundation (NSF), technology patents, and peer-reviewed publications in top computer vision journals.

About Steg.AI products

Steg.AI makes enterprise information security software for businesses to protect their digital IP from costly leaks and misuse. We operate on a B2B SaaS model, where our customers subscribe to annual API access and pay based on usage volume.

By marrying pixels to provenance, Steg.AI is empowering businesses to secure their digital media assets. Our core innovation is state-of-the-art photographic steganography and forensic watermarking technology developed by the co-founders, CEO Dr. Eric Wengrowski and Chief Scientist Prof. Kristin Dana. We're focused on building enterprise tools for information security, content identification, and forensic leak analysis.

About the role

You will be the first hire into our Business Development team. As such, you will work closely with the CEO and other members of the management team to identify and close those opportunities that best enable Steg to develop its platform into a system that can be reliably and predictably sold into an expanding target market. This job is NOT just about closing deals, but about helping the company develop a long-term sales strategy. You need to be both a strategic thinker - able to assess how each new opportunity may or may not move the company in the desired long-term direction. But, you also need to be savvy and flexible and able to close the sale of a complex enterprise platform.

Responsibilities

- Work with the CEO to identify new business opportunities
- Take the lead in presenting Steg.AI's capabilities to potential new customers and be responsible for understanding such customers' needs in relation to Steg.AI's existing platform and the capabilities of Steg's team to deliver new features/functions to meet a potential customer's needs
- Work with both potential customers and the Steg.AI team to define deliverables and attendant timelines, milestones and pricing
- Work with the CEO to define and refine target customer definitions and develop a repeatable sales process for customer segments as they are identified
- Provide to the management team the learnings gleaned from interacting with potential customers and provide analysis and advice on pricing for new products and segments.
- Be a thought partner across Biz Dev leadership on short and long-range (multi-year) strategies, including operating priorities, org design, market analysis, and select priority performance improvement programs
- Work with the CEO and [director or finance?] on monthly, quarterly and yearly forecasting, including assisting in refining the sales cycle planning and leading win / loss analysis
- By being curious, determined, [and kind]? you'll help our exceptional customers radically improve their businesses, and change the world in the process.
- Work closely with the CEO in defining, targeting and developing strategic partnerships
Work with the CEO and management team to define the hiring needs for the Business Development arm of the company
- Assist in the coordination and implementation of marketing strategies, and delegate tasks to achieve strategic goals
- Track performance and report metrics

Required skills and qualifications

- Five+ years and a successful track record in complex B2B sales and demonstrated negotiation skills
- Excellent verbal and written communication skills
- Proficiency in data analysis, forecasting, and budgeting
- Proven ability to plan and manage resources
- Full or substantially full-time at Steg's offices

Preferred skills and qualifications:

- Proven track record of refining product-market-fit for technical startups that resulted in accelerated sales.
- Highly responsible individual, with significant experience taking ownership of high-level problems and executing solutions.



Compensation, Benefits and Perks

The annual salary for this role is competitive. Total compensation also includes commission, equity option incentive, and benefits plans.

- Medical, dental, and vision insurance
- Unlimited time off

We are an equal opportunity employer and do not discriminate on the basis of race, religion, national origin, gender, sexual orientation, age, veteran status, disability or other legally protected statuses.