

Head of Business Development

Bloomsbury AI changes the way expertise is distributed by building the smartest question-answering systems. Our flagship product is a machine reading system that can read unstructured data, such as raw texts including tables and images, and answer complex questions about it. The product has a public API, and our early customers use it to find complex answers in company reports and legal texts.

We are a research-led London startup created by internationally recognised Machine Learning and **Natural Language Processing** engineers and researchers and backed by leading Venture Capital Funds including Fly Ventures, IQ Capital, UCL Ventures and Entrepreneur First. We've been growing very fast and are now looking for a Head of Business Development to grow and scale our business.

Responsibilities

As the **Head of Business Development**, you will be responsible for seeking out and developing new business, with the potential to build and grow the business development team. You will focus on lead generation, customer relationships and evaluating / prioritising the features to be developed. You will work directly with the CEO to shape the growth of the business' future, including contribution to the company's marketing and sales strategy.

Key Responsibilities will include:

- Developing a targeted long-term business strategy,
- Generating leads in key areas (finance, compliance and insurance industries),
- Creating proposals, sales and marketing strategies,
- Working towards inbound sales (maintaining blogs, monitoring social media, etc.),
- Keeping in regular contact with existing prospects.

Requirements

- At least two years of experience selling complex technology solutions to enterprise customers,
- Self-starter who is target-driven and motivated, able to articulate and evidence the Customer's needs,
- Consultative sales skills,
- Experience working in a technical environment and genuine interest for the AI industry,
- Has some experience with investment banking, finance, insurance or compliance.

Compensation

Competitive remuneration depending on experience with significant bonus if targets are met, potential for equity.

You would also have all the benefits of working in an environment driven by ground-breaking technology alongside a team of Machine Reading experts, with a huge potential for inbound sales.

How to apply

Please send your CV with 3 references to apply@bloomsbury.ai