

## **About us**

Curious Thing is a new form of Conversational AI that is actively curious. Founded in 2018, our tech goes far beyond the limitations of a basic voice AI assistant – we make outgoing warm calls and have real-time conversations on behalf of our growing client base. Our core team is a tight-knit, agile group of data scientists, engineers, designers, business development and product-growth specialists, with extensive experience in machine learning, natural language processing and product development. Since we started, we've conducted more than 2 million AI-human conversations for the Health, Financial Services, and Customer Assistance industries to support our clients across Australia, Singapore and the US.

## **About this role**

Curious Thing AI is looking for an energetic and collaborative Business Development Manager who will drive high-velocity mid-market opportunities. Reporting to our Head of Sales, you will work closely with our Marketing team and Founders, and be responsible for generating new leads through to nurture and close.

## **To be successful in this role:**

- You've got experience in high velocity software sales (low ticket size, low sales cycle)
- You're a hunter – you're tenacious when it comes to understanding what our customers need and closing the deal
- Your experience at a sales-led organisation means you are results oriented, and have a track-record of consistently delivering to quota
- You're a pragmatic and organised problem solver, prioritising and working to tight deadlines in a fast-paced environment isn't a problem for you
- You're a strong communicator, and can build rapport and relationships easily across all levels of an organisation both internally and externally
- You love to learn about new products and have a knack for communicating confidently to a range of audiences
- You're eager to expand your ability to advise on pipeline strategy development and execution
- Experience at a high-growth startup would be a big plus in our books

## **Why you should join:**

- We are growing – there are huge opportunities for you to play a key role in that growth
- We optimise for learning – you'll have the opportunity to customise a program to learn and grow alongside your day to day

- We are a people first AI company - we know that our best work comes from our diversity so we celebrate what makes our team members them
- We are flexible - we're a global business, and remote is the new black - we let our team work from wherever they are able to deliver

Reach out to [stephanie@curiousthing.io](mailto:stephanie@curiousthing.io) if you believe you are the right fit.