

## Job Description for Senior Executive Business Development



Vizidox Solutions Limited (VDX) is a UK based in Milton Park, Oxford. VDX provides data management and tracking solutions using blockchain technology. Our Ecosystem enable businesses to harness the power of the Blockchain by allowing them to build and use their own apps on a trusted infrastructure. Vizidox mission is to empower developers of the world to achieve anything on the Blockchain. Vizidox Solutions is growing, and we are looking for a dynamic, growth-oriented leader to join our team as a Senior Director of Business Development.

The ideal candidate will be an experienced growth leader with business development, strategic partnerships and/or corporate development experience. The candidate's core skill sets should be in Development and execution of corporate strategy, deal execution, partner & stakeholder management, cross-functional collaboration and project execution, team leadership. The candidate will need to work independently. As a leader, the candidate should possess motivation and passion.

A strong interest and experience in Blockchain technology are desirable.

### *Job responsibilities:*

- Help set the direction, strategy and Business Development globally for the Vizidox Ecosystem.
- Development and execution of corporate strategy
- Structure and execute commercial deals with strategic partners to drive the business, launch new services and enable the Ecosystem infrastructure needed to operate and grow.
- Identify and secure commercial relationships with the industry.
- Work with product development, marketing, customer success/sales teams to help drive use cases for Vizidox services.
- Collaborate with stakeholders to ensure efficient and compliant strategy and deal execution.

### *Skill requirements:*

- Have proven experience delivering results and driving innovative partnerships.
- Demonstrate a track record in launching and growing new services, businesses and commercial relationships.
- Have a good understanding of Information Technology and Blockchain.
- Understand and be excited by how Blockchain Technology will revolutionise the market.
- Have the experience and motivation to grow the teams and talent and celebrate team successes.
- Entrepreneurial and a self-starter, proactive to deliver results independently.
- Team player and collaborator who believes in Vizidox vision.
- Outstanding verbal and written communication skills.
- Strong attention to detail.

### *Our Offerings:*

- The chance to work in a fast-paced start-up environment.
- A great learning environment where you can dive deep into the latest technologies and make an impact.
- Competitive remuneration.
- This is a Global position, and the location is flexible.

To apply, please email your CV to [info@vizidox.com](mailto:info@vizidox.com).

*We regret that due to the volume of the applications, only successful applicants will be contacted. No agencies.*