

## Jellyvision Needs a

### Director of Business Development

The Jellyvision Lab is probably best known as the creator of the hit YOU DON'T KNOW JACK game series, but has expanded its roster of engaging personalities beyond virtual game show hosts to virtual teachers, insurance agents, salespeople, advisors... you name it. We've pioneered a new approach to interactivity – the Interactive Conversation Interface (ici) – that allows machines to communicate more like people. We're a small (30-ish people or so) creative, focused and driven company, with a strong vision for the future of human/machine interactivity. We're now focused on bringing this approach to the web beyond the gaming world, to Fortune 500 Partners in healthcare, financial services, education, and high-tech industries. We are in search of a key “deal maker” to help us find, pitch, win, and service deals with our growing roster for Fortune 500 companies. Please check out our web site, [www.jellyvisionlab.com](http://www.jellyvisionlab.com), for more info, and be sure to check out samples of our past work at <http://www.jellyvisionlab.com/examples.htm>.

“That’s lovely, but what’s the job,” you ask?

We need a biz dev pro to help source, structure, negotiate and close deals primarily for our interactive agency but also for our healthcare business (we license a series of products that help users make health insurance-related buying decisions – learn more at [www.healthcarementor.com](http://www.healthcarementor.com)). More specifically, this includes:

- Identifying key industry segments and companies to target
- Developing (and executing) an account penetration strategy and deal structure
- Generating leads for new business
- Pitching our products to prospective partners
- Performing due diligence on prospective partners – briefing team on prospective partners’ financial condition, lines of business, key decision makers, competition and Jellyvision’s competitive positioning
- Negotiating the terms and getting the deals papered and close
- Helping to manage relationships with existing partners to turn them into repeat customers
- Identifying and forming useful alliances and partnerships
- Work with marketing to ensure that Jellyvision has the appropriate presence at industry events, speaking engagements, conferences, etc.
- Continually assessing relevant industries and trends to identify new business opportunities for Jellyvision

#### WHAT KINDS OF SKILLS AND EXPERIENCE ARE WE LOOKING FOR?

- A minimum of 7 years work experience
- Agency experience and technology-related business acumen are desired; experience in the insurance or financial sectors would be a huge plus, especially in the health insurance space
- At least 3 years of business development experience – must understand the fundamentals of sourcing, selling, and structuring deals
- Significant negotiation experience
- Significant contract drafting experience - ability to concisely document terms and conditions and to work with legal on all contracts. This is a must.
- Track record of driving from deal concept to close (or the ability to demonstrate the DNA required to learn how to do this), all the while being charming and funny and fun to work with.
- Experience developing strategic alliances
- Proven ability to network and to build and manage relationships
- Exceptional critical thinking and problem solving skills
- Exceptional written and oral communication skills
- Experience managing legal counsel

## WHAT KINDS OF CHARACTERISTICS ARE WE LOOKING FOR IN THIS PERSON?

- Great written and oral communication skills. We're not just looking for clarity, we're seeking a refreshingly conversational tone and creative perspective from someone who can, from time to time, bring "The Funny."
- Strong business acumen
- Strategic thinker and problem solver
- A roll-up-your-sleeves kind of person. We have a very entrepreneurial, get-it-done culture that takes pride in our strong work ethic and low tolerance for micromanaging or posturing. To be direct, this is not an ivory tower strategy position; we're looking for someone who will take the reins and get it done. Bureaucrats and middle managers need not apply.
- Resolve – ability to be bullish in a tough market
- Fast learner
- Great creative instincts – ability to recognize great interactive work
- Quick on your feet and adaptable – we work in a fast-paced, rapidly changing environment
- Able to take a strong stand on justifiable positions, and, conversely, to acknowledge mistakes and move quickly to resolve them
- Efficient
- Technical savvy – or at least very comfortable discussing and understanding technical issues. We're looking for someone with a lot of experience working with engineers and who stays abreast of tools, and advances in technology related to the interactive communications industry.
- Sense of humor
- Interesting taste in music and/or encyclopedic knowledge of useless pop culture trivia a plus

## WHO WILL YOU BE WORKING WITH?

You will be a key member of the Business team, along with the CEO, President, General Counsel, Director of Marketing, VP of Sales, and Finance Director.

## ANYTHING ELSE?

We only hire nice, bright, funny people who are willing to work hard. Jellyvision is a group effort and our Business Development folks must be capable of working collaboratively with creative, technical, and external client types. All of us at Jellyvision share a commitment to excellence and a desire to work in a comfortable, friendly atmosphere (if you bring in cookies, make sure to bring enough for everyone... maybe something with mint).

Seems like a lot, huh? Well, it is, but it comes with some perks! Such as...

- Competitive salary, options and full benefits
- Some flexibility in hours. We say "some" because in a position like yours, people need to be able to count on finding you at certain times, but we're willing to work out a schedule that meets your needs.
- Casual dress. Come in a sweatshirt, jeans, whatever... like everyone else here.
- Creative work environment. We are lucky to work in a place that is full of intelligent, talented and innovative folks. Although often the place is deathly quiet (we're a focused bunch), this is punctuated with hilarious outbursts and general merriment, which makes for a nice way to spend the day... unless you're, like, allergic to fun.
- Free eats. We have a stocked kitchen that pretty much guarantees you breakfast, snacks, lunch and snacks again.
- Easy transportation. We're really close to the "L" and the Halsted (#8) bus line.
- Did we mention our free yoga class? An amazing instructor comes right to our office. Completely subsidized by Jellyvision and heavily optional, btw. (We even got written up in Yoga Journal... not because we're any good at yoga, mind you. They just thought we were funny.)

Interested? Here's how to apply.

We need:

1. Your resume
2. A cover letter that highlights what makes you right for this position and what makes Jellyvision right for you. Please note: Writing is key to all that we do; we cannot consider applications without cover letters, and we weigh them heavily.
3. Your salary requirements

To: The Jellyvision Lab, Inc.  
Attn: Recruiting – Business Development  
E-mail: [recruiting@jellyvision.com](mailto:recruiting@jellyvision.com)

**\*\*No phone calls, please!**