

Today



New Business and Client Development Director

Opportunity Prospectus



About Today

Today is a design and innovation company and a true purpose-first business. Our mission is to create fairer societies in a thriving natural world.

We help businesses, government and not-for-profit agencies across public service, health, education and environment think big and act small helping them innovate to grow and scale their impact.

We are proud of what we've achieved so far, but we're striving to make a much, much bigger impact into the future.

We were founded in 2012 with a mission to use creativity, design and technology to tackle important challenges and affect change. We have enjoyed rapid growth based on word of mouth and referrals and now employ a team of 40 talented folks in our Fitzroy based studio in Melbourne.

We're proud to be certified as a B Corporation, and have been since its initial launch in Australia in 2013. B Corp certification requires businesses to meet a high social, ethical and environmental standards. We have also committed to B Corp's NetZero2030 initiative, reducing net carbon emissions to zero by 2030.

Certified



Corporation™

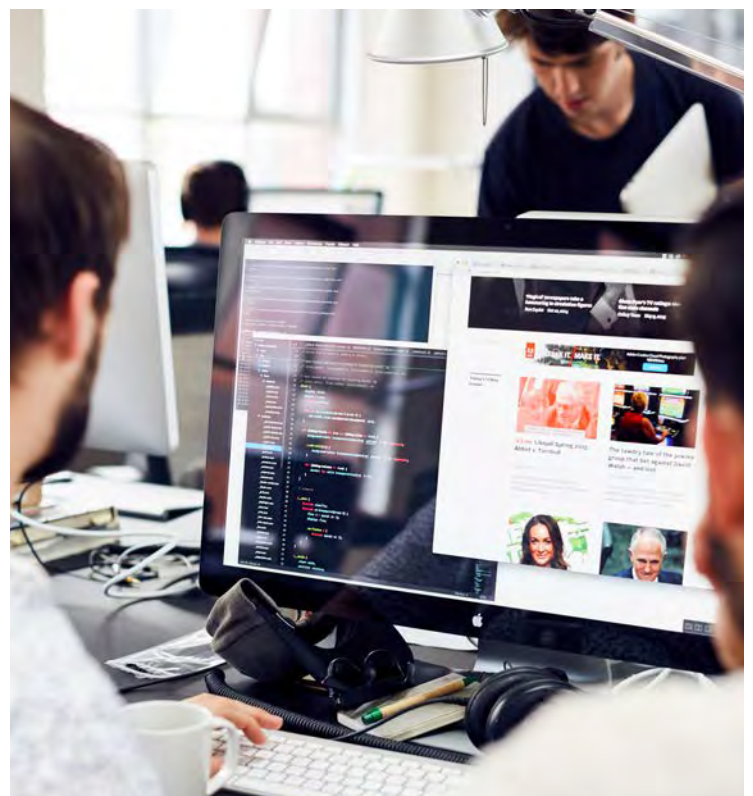
Why join us?

The world is changing at an unprecedented rate. The systems, institutions, and services we rely on to live good and fair lives are under stress. The impact of our species on the planet is severe, and we find ourselves in a climate emergency.

But we also find ourselves in a time of great possibility. It's a time of global connectivity, where technology can give form to our ideas, and scale them at a relatively tiny cost. There's never been a moment in time like this, where big and important changes can happen so quickly.

There has never been a better time to introduce strategic design to act as a bridge between how we make sense of problems, and how we experiment with new ways that might move us towards the change we want to see, more quickly. It offers us useful techniques to navigate complexity, re-think problems, propose new ideas, and test whether they can scale for impact.

Our newly created New Business and Client Development Director role will identify new client partners who are serious about growing their social and environmental impact, are ready to embrace new ways of thinking, and want to innovate their products and services accordingly





The opportunity



New Business and Client Development Director

This is an important role in our business, devising and implementing strategies to help us find new opportunities and form strong client partnerships.

Your key focus will be to create and nurture new client partnerships.

We are looking for someone who can bring expertise and experience in leading all aspects of sales management. This role is as much about setting up the right systems, processes and team culture as it is about leading our new business efforts.

Our clients call us when they have a somewhat curly opportunity/challenge and want to adopt a human-centred, design-led process to address it. We have a world-class team, we carefully design our engagements to meet our client's needs.

Much of our work seeks to address complex societal challenges like mental health, family violence, gender equality, poverty, climate change, and reduced inequality. The ideal candidate will possess empathy and an understanding of these domains, and the sectors and networks involved.

Key relationships

- Reporting directly to our CEO, Damon O’Sullivan
- Leading our partnerships (new business relationships) team.
- Providing account management leadership for our team managers (who act as client partners).

Key duties and responsibilities

- Create and maintain our business development strategy to support the strategic objectives of the business.
- Nurture and lead a healthy ‘Today’ sales culture.
- Design and implement inbound and outbound new business processes.
- Design and implement account management processes.
- Manage and develop our partnerships team.
- Report on sales activities, results and forecasts.

Selection criteria

- Proven track record of sales leadership in a services-based company (5+ years)
- Strong depth of experience and passion for building out strong, meaningful and deep relationships.
- Depth of experience in business and organisational strategy.
- Strong working knowledge of design, innovation, and the purpose sector.
- Exceptional in-person and written communication skills.



Interview with founder and CEO, Damon O'Sullivan



You had an impressive career as a technology leader within one of the country's leading digital agencies. Why did you start Today?

I love the creative energy in the design and technology space. I am a true believer that our future is bright if we design with real thought and care, and use the incredible potential of technology to scale positive impacts.

Adam and I created Today as a place where we apply the best of design, creativity and technology to the challenges that matter most.

What can you tell us about the Today growth strategy and the mandate for this new role?

We are driven by impact above all else. The impact we have is very much dictated by the client partners we work with, and the challenges they are tackling.

We want to grow steadily over the next ten years, but more importantly we want to be more proactive in identifying the clients we partner with to make a real difference.

What are the most important attributes you will look for in this Director and member of your senior leadership team?

A key attribute is a genuine love of striking up new connections and trying to identify points where we can be a genuinely valuable partner.

Our work is relationship driven, our clients tend to work with us over several years, so it's about building out the community around our business.

How would you describe the culture at Today?

Our hiring mantra is “Clever + Lovely”. Our people are very engaged, and very driven to make a positive impact through our work. That shared mission builds a strong sense of community and trust in the team, we're all here, fighting hard for a brighter future.

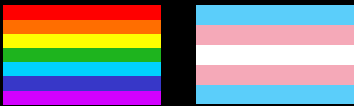
How to apply



Today has recognised the strategic importance of this role and have invested in a talent search campaign with Seldon Rosser.

To express your interest in this opportunity please email graham@seldonrosser.com or call him on +61 433 152 888.

www.today.design



Today is a proudly inclusive organisation and an ally of LGBTIQ+ community and the movement toward equality.



Today is located on the traditional lands of the Wurundjeri/Woiwurrung people of the Kulin Nation. We pay our respects to Elders both past and present, and recognise and respect their abiding connection to this land, its waterways and community. Wurundjeri/Woiwurrung people have nurtured this land for over 50,000 years and continue to do so today. Sovereignty was never ceded.