



## VP of Business Development - VFX

Our client is a fully cloud-based visual effects company focused on high-end clientele in the Episodic and Feature Film space. They are committed to crafting best-in-class creative and innovative technological solutions. Built on innovation and flexibility, they are designed to scale teams and infrastructure to fit their clients' needs. Their impressive work is of the highest level in the VFX industry.

As the Vice President of Business Development for Visual Effects, you will lead our client's efforts to expand market share, drive revenue growth, and strengthen client relationships within the dynamic landscape of the Film and Episodic sector. Drawing upon your deep industry knowledge, strategic acumen, and proven track record of success, you will play a pivotal role in shaping the future direction of our business

Organizationally, this company maintains an ongoing goal of increasing the diversity of our talent roster and employees.

### **Reports to:**

Senior Vice President – VFX

### **Responsibilities:**

- Develop and implement comprehensive sales strategies to achieve revenue targets and increase market share in the VFX industry.
- Identify and pursue new business opportunities, including not only new VFX projects, but also strategic partnerships, alliances, and acquisitions to expand the company's presence in the VFX market.
- Prospecting, qualifying, and closing deals with VFX studios, streaming platforms, production companies, independent filmmakers, and other relevant clients.
- Build and maintain strong relationships with key decision-makers and influencers in the VFX industry, fostering long-term partnerships and driving customer loyalty.
- Collaborate closely with the marketing team to develop targeted campaigns and promotional activities to generate leads and increase brand awareness in the VFX market.
- Collaborate closely with our production teams, creative leads, and technical experts to maintain the highest standards of quality and innovation in our visual effects work.
- Support the client relationship, and maintain an awareness of overall client satisfaction throughout the entire bidding, production and delivery process.
- Stay informed about industry trends, competitive developments, and emerging technologies in the VFX space, and leverage this knowledge to inform sales strategies and product offerings.

- Prepare and present regular reports on sales performance, market trends, and opportunities to senior management, providing insights and recommendations for business growth.
- Represent the company at industry events, conferences, and trade shows, networking with key stakeholders and showcasing our VFX capabilities and solutions.

**Qualifications:**

- Proven experience (10+ years) in sales and business development within the VFX industry, with a strong network of contacts and relationships.
- Demonstrated track record of meeting or exceeding sales targets and driving revenue growth in a competitive market environment.
- Deep understanding of the VFX production process, including knowledge of industry trends, technologies, and key players.
- Excellent communication, negotiation, and interpersonal skills, with the ability to effectively influence and persuade clients and internal stakeholders.
- Strong leadership abilities
- Strategic thinker with the ability to develop and execute sales plans that align with business objectives.
- Highly organized with excellent analytical skills and attention to detail.
- Ability to travel as needed to meet with clients, attend industry events, and support business development activities

**Pluses:**

- Highly comfortable and proficient in business tools, databases, sales tracking systems, and other relevant business technologies.

***Base pay is one part of the total compensation package and is determined within a range. This provides the opportunity for base compensation to progress as you grow and develop within a role. (Your total compensation package may also include a bonus or commission-based payments.)***

***The base pay range for this role is between \$175,000 and \$225,000, and will depend on your skills, qualifications, and experience.***

For more information, please email us at [apply@rachellevLewis.com](mailto:apply@rachellevLewis.com) and include your Resume. If you fit the criteria, we will come back to you with the next steps. Thank you - [www.rachellevLewis.com](http://www.rachellevLewis.com)

ABOUT RLT - RLT is a highly specialized Talent Acquisition Firm with w/25+ years experience in Animation and VFX. Our clients hire our firm to assist in their talent acquisition needs. There is never a fee to our candidates.