iXperience | Business Development Manager

Cape Town · Full-time

About iXperience

iXperience builds careers through global, premium experiences. Our immersive programs — in Cape Town, Lisbon, New York, and online — combine real professional experience with international exposure that changes the trajectory of students' undergraduate years.

About the Role

Our primary growth engine is the Business Development team — high-performing iX alumni who return to their universities as paid promoters, embedded in the campus community. The BD Manager owns this team. This is a distributed, cross-timezone role managed out of our Cape Town base, with the team on the ground at top universities across the US.

What You'll Do

- Recruit and manage a team of high-performance, on-campus business developers
- Run weekly 1-1s with BD team members through the selling season to drive high-converting sales and marketing activity on campus
- Travel to the US frequently for in-person, on-campus training and lead generation
- Track activity and pipeline contribution via our custom portal and HubSpot; diagnose and address underperformance early
- Coach BDs on sequencing: brand awareness first, conversion pressure on deadlines
- Report BD performance to the CRO weekly in a structured outcome-vs-target format

What We're Looking For

- 3–5 years of sales or business development experience, including managing a team
- Able to travel to the US frequently and work US hours
- A high standard for yourself and your team: ambition, coachability, diligence, and work ethic

What We Offer

- Competitive base salary with an attractive, uncapped commission structure
- Global sales and marketing experience with high-value, premium products
- Hybrid working from our Cape Town base
- International travel 2–4 times a year to the US

How to Apply

Send your CV and why you're a good fit to matt@ixperience.co