

To apply, reach out to Mónica Garibaldi (monica@magoya.com)

Business Development Consultant

Part-time, contractor engagement. Remote, US-based.

About the Role

Magoya is looking for **Business Development Consultants** to originate and close new business with agricultural corporates, agtech companies, and food and ag organizations across the US market.

This is a senior, part-time, outcomes-based engagement designed for people who already know agriculture, already have relationships in the industry, and want to monetize them without giving up whatever else they are doing. It is not a full-time salaried position, and it is not a lead generation or SDR role.

The ideal candidate has closed enterprise deals in agriculture, is comfortable selling services and custom software through a longer and more consultative cycle, and can activate an existing network within the first ninety days. Magoya provides the brand, the materials, the commercial process, a technology and product sales team that supports you on solution design and proposals, and the delivery team that executes the work. The relationships come from you.

Key Responsibilities

New Business Origination

- Originate new business within the accounts and segments agreed jointly with Magoya leadership.
- Run the full commercial cycle: qualification, discovery, proposal development, negotiation, and close.
- Identify and pursue opportunities where Magoya's expertise in digital product development for agriculture is a differentiated fit.
- Represent Magoya in industry events and ecosystem conversations where there is a clear commercial rationale.

Account Growth & Renewals

- Own the relationship and growth plan for assigned accounts.
- Drive renewals and expansions of existing engagements.
- Coordinate with Product, Engineering, and Delivery to ensure proposed solutions align with delivery capabilities and client priorities.

- Support opportunities originated by Magoya where your industry expertise or existing relationships add value to the sales process.

Commercial Process & CRM

- Maintain accurate and current opportunity, activity, and pipeline data in HubSpot.
- Participate in the weekly commercial operating cadence with the Business Development team.
- Register opportunities at identification and agree on commercial classification before substantial work begins.
- Maintain account plans that are current, actionable, and aligned with the agreed commercial plan.

Market Intelligence

- Bring market feedback into how Magoya positions, packages, and prices its offering.
- Contribute competitive and segment insight that informs commercial strategy.
- Capture lessons learned through win and loss reviews.

Engagement Model

- **Retainer plus commission.** A fixed monthly retainer that recognizes the time and access you bring, combined with variable compensation on new business you originate and close, renewals and expansions on your assigned accounts, and participation in opportunities Magoya originates where your involvement is material.
- **Quota.** The engagement operates against an annual revenue target, split by period to account for ramp. Commission is tied to collected revenue rather than signed revenue, reflecting how the commercial cycle is defined at Magoya.
- **Individually agreed plan.** Target accounts, quota, and the commercial plan are agreed with each consultant based on what is genuinely viable in that segment and network. Magoya builds the target list with you rather than assigning a territory.
- **Term and reviews.** Twelve-month term with a formal check-in at sixty days and quarterly performance reviews thereafter.
- **Other engagements.** Part-time work with other companies is expected and acceptable, provided that any parallel business development work is complementary to Magoya or entirely unrelated. It cannot be competitive. Anything unclear should be raised with Magoya before it is committed.

Qualifications

- **10+ years of experience** in business development, enterprise sales, or commercial roles, with a demonstrated track record closing enterprise deals.

- Direct experience in agriculture: ag inputs, equipment, agtech, food and ag corporates, or adjacent sectors.
- An existing, activatable network of senior decision makers in the target segment.
- Experience selling professional services, custom software, or consulting engagements through consultative sales cycles.
- Proficiency with CRM platforms and discipline in documenting the commercial process.
- Excellent communication skills with the ability to operate credibly with C-level and technical audiences.
- Ability to work independently and build a commercial plan rather than execute an inherited one.

Key Competencies

Consultative Selling

Diagnoses business challenges and translates them into tailored solutions that deliver measurable value.

Strategic Relationship Building

Builds credibility with executive stakeholders and becomes a trusted long-term advisor.

Business Acumen

Understands how technology enables operational efficiency, growth, and competitive advantage.

Solution Development

Collaborates across teams to design practical solutions aligned to customer objectives.

Communication & Influence

Presents complex ideas clearly to both business and technical audiences while building consensus across stakeholders.

Commercial Mindset

Balances customer outcomes with business growth by identifying opportunities for expansion and long-term partnerships.

Collaboration

Works effectively across sales, strategy, product, UX, engineering, and delivery teams to create successful customer outcomes.

Ownership & Execution

Manages opportunities proactively, maintains forecast accuracy, and drives deals through completion.