

Enterprise Business Lead

Open doors with enterprise buyers and turn conversations into signed pilots.

LOCATION

Remote (global)

TYPE

Full-time

About Flaredog

Flaredog takes enterprise AI from idea to secured production, end to end. Alongside our delivery work we build a product portfolio that turns recurring enterprise pain into software: DuraGraph, Finsightly, Tradoing, and UpstackLab. We are founder-led, early-stage, and expanding across Asia.

The role

You are often the first person a prospective enterprise customer or partner talks to. You find and qualify partners, resellers, and pilot customers, and build durable relationships with systems integrators and enterprise buyers. You work directly with the founders and help shape how we enter each market.

What you will do

- Identify and open relationships with enterprises, systems integrators, resellers, and partners.
- Qualify opportunities and run first meetings that lead to pilots or partnership agreements.
- Represent the company credibly to both technical and business audiences.
- Build and maintain a clean pipeline of partners and prospects, each with a clear next step.

What you bring

- 3+ years in B2B business development or partnerships, ideally in enterprise software or services.
- Comfort operating across different markets and in cross-cultural selling.
- A consultative, relationship-first style, and the discipline to keep a pipeline honest.
- Clear written and spoken English.

Nice to have

- An existing network in enterprise or financial services.
- Experience selling or partnering around AI, data, or developer tools.
- One or more additional languages.

What we offer

- Fully remote. Work from anywhere in your timezone.

- Real ownership of your area from day one.
- A small, senior team and direct founder access.
- Async-first, low-meeting culture.

How to apply

Apply at <https://flaredog.com/careers/enterprise-business-lead>. We post shortlist updates on LinkedIn, follow Flaredog so you catch yours: <https://www.linkedin.com/company/flaredog/>. Want to move faster? DM us on LinkedIn, mention the role, and introduce yourself.