



## **Business Development Director Job Profile**

Our high-growth, private-equity backed small business is seeking a Washington DC-based Business Development Director for our highly respected, thirteen-year-old procurement consulting practice. Reporting to the Chief Revenue Officer, this senior sales position will play an instrumental role in our business development efforts by seeking out new partnerships and maximizing opportunities for growth with the goal of solving issues faced within the government procurement community.

### **Primary Job Components:**

**New Business Development:** Primary duties include identifying, developing, defining and negotiating business partner agreements that align with company's strategic goals.

**Relationship Maintenance:** Additional responsibilities include retaining and growing relationships with existing Business Partners in this B2G environment.

**Travel Requirements:** The position is based in our Washington, DC headquarters, with 25-50% travel.

### **Job Duties:**

- Achieving financial targets set by the company
- Prospecting and proposing new relationships through outreach and marketing  
Researching and developing a thorough understanding of potential and current business partners' employees, capabilities, goals, and purpose
- Qualifying potential relationships by analyzing market trends, customer requirements, business partners' potential, contracts, and competitive position
- Enhancing knowledge base by participating in educational opportunities, reading professional publications, maintaining personal networks and participating in professional organizations
- Retaining and growing existing business partnerships through forecasting, goal setting and results measurement
- Ensuring accuracy of data entered and managed within CRM
- Protecting the organization's and business partners' value by keeping information confidential



## **Who are you?**

- A professional with 5+ years of experience in sales or business development
- A successful manager of customer relationships
- A knowledgeable senior seller with previous experience working with State Government, Local Government, and/or Education segments
- A holder of a BA or BS; MBA a plus
- A results-driven individual with proven experience prospecting, qualifying, negotiating, and closing
- Strategic by nature, you excel in creation and implementation of strategic plans
- A strong presenter with executive presence
- You have experience with CRM tools

## **Additional Desired Attributes:**

- Technology industry experience preferred
- Experience working in a start-up, small office or division that prepares you to work in a fast-paced and collaborative environment
- Entrepreneurial spirit that makes you highly productive and self-motivated
- Interest in creating and owning new projects and functions

**If you're interested in joining our team, please contact:  
Julie Cooke - (757) 679-9947; [JCooke@govsourcing.com](mailto:JCooke@govsourcing.com)**