



Business Development Director Job Profile

Our high-growth, private-equity backed small business is seeking a Business Development Director for our highly respected, fourteen-year-old procurement consulting practice. Reporting to the Chief Revenue Officer (CRO), this senior sales position will play an instrumental role in our business development efforts by seeking new partnerships and maximizing opportunities for growth.

Primary Job Responsibilities

- **New Business Development** - identifying, developing, defining and negotiating business partner agreements that align with Company's mission
- **Relationship Management** - retaining and growing relationships with existing Business Partners in this B2G environment

Additional 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, 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 Salesforce CRM
- Protecting the organization's and business partners' value by keeping information confidential



Who are you?

- Professional with 8-10 years of experience in sales or business development
- Successful manager of customer relationships
- Knowledgeable senior seller with previous experience working with State Government, Local Government, and/or Education segments preferred
- Holder of a BA or BS; MBA a plus
- Results-driven individual with proven experience prospecting, qualifying, negotiating, and closing
- Creator and executor of strategic plans
- Strong presenter with executive presence
- Experience with CRM, preferably Salesforce
- Adaptable to travel, happy with 25-50% travel requirements

Additional Desired Attributes

- Technology industry experience preferred
- Experience 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 dynamic & professional team, please contact our CRO, Julie Cooke, at (757) 679-9947 or JCooke@govsourcing.com.