

Position Title: Director of Business Development

Category/FLSA Status: Full-time, Exempt

Supervisor: VP of Finance and Growth Strategy

Direct Reports: No Direct Reports

Position Summary:

The Director of Business Development will plan and implement strategies to secure corporate donors and contributions in support of the organization, provide oversight of the corporate fund development and thought leadership. The Director of Business Development is responsible for developing partnerships with corporate organizations to advance the company's strategic objectives and for identifying innovative opportunities to collaborate with these partners to expand Girls Inc.'s reach and impact.

Primary Responsibilities and Duties

- Develop and implement corporate partnership strategies and development process to achieve revenue targets
- Build and maintain a pipeline of potential partnership opportunities
- Manage a portfolio of corporate donors, as part of the overall organizational revenue generation program; build relationships in the corporate sectors and partnership leads, securing presentation meetings with key decision makers to close revenue generating leads.
- Create, document, and manage systems and procedures to identify, cultivate, engage, and develop strong corporate partnerships that align with the Girls Inc. mission
- Drive relationship management and stewardship program to support corporate partners and ensure their satisfaction in both direct giving, as well as volunteer opportunities
- Work with the VP of Finance and Growth Strategy and leadership team to facilitate short and long-term corporate development plans.
- Work closely with the Program team to curate a meaningful volunteer engagement and ensure corporate satisfaction
- Establish performance measures, monitor results, and evaluate the efficacy of the corporate development program.
- Ensure timely and accurate reporting of pipeline leads, partnership development, and relationship management activities
- Create prospect and stewardship presentation decks and supporting materials
- Work collaboratively with other staff to achieve organizational goals and advance strategic objectives

Minimum Qualifications:

- BS/BA degree or equivalent experience

- 5+ years of professional experience in business development or sales
- B2B experience and relationships in the public/private sectors generating outbound sales and partnership leads, securing presentation meetings with key decision makers to close deals.
- Strong interpersonal skills and the ability to effectively communicate, both written and verbally
- Ability to make public presentations to diverse audiences
- Demonstrate excellent customer service skills, a high level of professionalism, and the ability to work well with constituents at all levels of the organization
- Ability to manage multiple priorities and work effectively in a fast-paced team environment
- Ability to inspire, stimulate, and encourage creativity and collaboration
- Knowledge of Microsoft Office programs
- Possess reliable transportation and a valid Texas driver's license.

Preferred Qualifications:

- BA or BS degree in related field

Physical Requirements and Work Environment:

This position requires the ability to operate phones, computers, and other office equipment, and the physical ability to perform light lifting. While performing the duties of this job, the employee is regularly required to sit, stand, or walk; use hands to finger, handle, or feel; reach with hands and arms; stoop or bend; and talk or hear. The employee must occasionally lift and/or move up to 50 lbs. Work is performed in an office or classroom setting. This person may be required to travel to various locations throughout Dallas County. Generally, the working conditions have little or no exposure to extremes in safety hazards or hazardous materials.

Equal Employment Opportunity:

Girls Inc. of Metropolitan Dallas provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, marital status, veteran status, genetic information, or any other discrimination prohibited by law. The agency complies with all applicable federal, state, and local laws, regulations, and ordinances prohibiting employment discrimination.

Disclaimer:

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and/or skills required of all employees within this class.

To Apply:

Please send cover letter and resume to admin@girlsincdallas.org