

# VICE PRESIDENT OF BUSINESS DEVELOPMENT JOB DESCRIPTION

## Roles and Responsibilities

Reporting to the President and working closely with the entire team, the VP of Business Development is charged with expanding Edgework's business by selling professional development experiences across a variety of sectors and work environments, with an emphasis on businesses experiencing growth and change. The successful candidate will have the ability to sell standard professional development offerings, such as workshops and training, as well as more consultative custom solutions centered on leadership and organizational development. This is an exciting opportunity for an experienced sales professional to bring his/her unique set of skills and relationships to a dynamic and growing company.

The ideal candidate has a strong background and demonstrated experience in sales and business development in a B2B and/or professional services setting, particularly working with senior level decision-makers. He/she will have a unique ability to build relationships and develop networks, along with highly developed account management skills. He/she should be curious about how individuals and teams perform at their highest levels, and eager to offer solutions to help individuals and teams work more efficiently and effectively.

Edgework seeks confident, resourceful and self-initiating team players with the ability to thrive in a fast-paced, multi-pronged work environment where each individual contributor is expected to drive projects forward while also working collaboratively to achieve shared goals. He/she will be expected to manage clients independently, make important decisions about sales approach and network development while also leveraging the strengths of the Edgework team to deliver the high-quality, high-impact work that makes up the core of Edgework's reputation.

Specific duties and responsibilities include:

- Seek out and source new clients by developing networks and independently identifying and developing relevant resources for sales and business development.
- Sell Edgework's standard workshops and custom learning experiences in core content areas of leadership development, manager development and organizational effectiveness.
- Collaborate with members of the Edgework team to ensure an excellent client experience across all client interactions from needs assessment through delivery and follow up.
- Work collaboratively with the Director of Marketing to develop creative outreach strategies to attract and retain clients.
- Work towards sales and revenue goals as established in partnership with the President.
- Over time, as the team grows, manage 1-3 people in marketing and/or sales functions.

## Essential Skills/Attributes of the Ideal Candidate

- Bachelor's Degree and a minimum of 10 years of professional work experience in B2B sales, sales in professional services, sales to HR and team leaders, business development in professional services, and client relationship management.
- Exceptional relationship management skills and the ability to build and grow connections with people of all types and backgrounds.

- Exceptional verbal and written communication skills.
- Independent critical thinking and creative problem solving skills.
- Comfortable and confident using technology as an integral part of the sales process, with particular experience using Salesforce.
- Highly organized and detail-oriented, with the ability to keep multiple projects and client engagements active at once.
- Comfort with ambiguity and ability to navigate uncertainty.
- Style alignment with a strengths-oriented team environment and the ability to naturally elevate others.
- Interest in working as part of a small and growing company, with awareness about the opportunities and challenges that come with a highly adaptive environment.
- Dynamic and engaging, with a sense of humor and ability to not take oneself too seriously.

### Compensation and Benefits

Salary for this position is highly competitive and commensurate with experience. Edgework offers full benefits (including health, disability, life, and retirement) and a generous time off policy. Edgework Consulting is an equal opportunity employer and encourages applicants from diverse backgrounds of all kinds. Edgework will consider candidates who are interested in either a full- or part-time role.

### About Edgework Consulting

Edgework is “*The Team Company*” – a consulting group focused on leadership, management and organizational development. We create impact across the corporate, academic and non-profit sectors by leveraging deep cross-sector research to design high-impact learning and development experiences. Our team is comprised of dedicated and professional facilitators, trainers, consultants, and executive coaches who build Interpersonal Productivity, which is the way in which two or more people find ways to work together more effectively and efficiently than they could on their own.

### To Apply

Send an email with a thoughtful cover letter and your resume to [jobs@edgeworkconsulting.com](mailto:jobs@edgeworkconsulting.com) with “VP, Business Development” in the subject line. Please tell us how you heard about the job, why you’re interested in Edgework, and what your salary requirements are. No phone calls, please. For more information about Edgework Consulting and the variety of our work and current clients, please visit our website at [www.edgeworkconsulting.com](http://www.edgeworkconsulting.com).