

Director of Business Development

Full-Time

Summary

Under the broad guidance of the Chief Operating Officer, plans, implements and manages an integrated program of sales of VersAbility Resources products and services, and builds positive business relationships that result in quality job creation for people with developmental and other disabilities.

Primary Responsibilities

- Develop and maintain a Business Plan aligned to the goals and objectives stated in the VersAbility Strategic Plan.
- Work with other key managers, develop and implement integrated sales and business development programs, including but not limited to prioritizing lines of business and determining businesses to target for marketing efforts to meet VersAbility Resources' overall business goal of increasing the amount and variety of work available to people with disabilities. The incumbent holds the primary responsibility for the successful deployment of the sales program and securing new work contracts.
- Responsible for Customer Relationship Management. Maintains ongoing contact with customers to facilitate communications, ensure satisfaction, and explore additional opportunities for VersAbility Resources services.
- Actively participates with the Director of Business Services, Director of Government Contracts and other teams as appropriate, providing recommendations for improved customer service, production performance and new product/service development.
- Works closely with production staff, Finance and Administration to coordinate the development of costing estimates and job quotes, prepares proposals, presentations, and negotiates contracts.
- Tracks market and industry trends, conducts market research, identifies market segments, explores opportunities, analyzes needs of businesses in the context of VersAbility Resources capability to support those needs, evaluates options, and assists in determining VersAbility Resources broad business strategies, which may include developing new lines of business.
- Coordinates with VersAbility Resources functional managers and the Marketing and Development department to develop effective sales and advertising materials. Proposes advertising campaigns as appropriate.
- Nurtures business associates who might also become organizational donors and communicates these opportunities to VersAbility Resources fund development officer for appropriate follow-up.
- Attends trade shows, seminars, workshops, and actively participates in relevant professional associations to remain knowledgeable of business trends and to develop relationships with potential customers.
- Other duties as assigned

Qualifications/Skills & Knowledge Requirements

Education: Bachelor's degree in business related field (MBA preferred) with demonstrated success in sales, marketing or business development

Experience: Three to five years' experience or a combination of education and experience

Skills Knowledge & Abilities:

- Knowledge of methods of developing and nurturing business opportunities leading to new and expanded contracts and sales
- Knowledge of VersAbility's lines of business, performance history and capability to develop new lines of business and organizational challenges to growth
- Ability to maintain a professional and polished appearance at all times as an ambassador for VersAbility Resources
- Ability to read, analyze and interpret job specifications
- Ability to work within a team to price work, prepare proposals and submit accurate job quotes
- Ability to think creatively at a systems level
- Ability to develop and implement strategies to overcome significant sales and operational performance challenges
- Basic understanding of the capabilities of people with disabilities and their ability to perform contract work for other entities.

Environmental:

The incumbent will work primarily in professional office environments. However, the nature of the work may take the person to a variety of industrialized settings and outdoors. The incumbent may be required to physically demonstrate contract performance requirements that might require vary degrees of strength, endurance, flexibility, mobility, motor control, sitting, and standing under a variety of working conditions.

About VersAbility Resources

VersAbility Resources has been supporting people with disabilities of all ages and their families for more than 65 years. We are a non-profit, serving 1,600 individuals with disabilities each year through early childhood, community living, day support, and five different employment programs ranging from supports for high school students with disabilities to adults with disabilities. We serve the entire Hampton Roads region and the 10 counties on the Middle Peninsula.

With a budget of \$47 million and over 1,000 employees, we are a major business and employer. We subcontract with disability-serving agencies across the country to fulfill two nationwide federal contracts, creating over 300 jobs for people with disabilities across the globe. We are a capable business partner, engaged in federal contracting, manufacturing, packaging, X-ray and document scanning, order fulfillment and more.

Our Vision

We envision a world where people with disabilities enjoy dignified, productive lives of their choosing as fully accepted members of society.

For more information, visit: www.versability.org.

*VersAbility Resources is an Equal Employment Opportunity/Affirmative Action employer:
EOE/M/F/Disability/Vet/Drug Free Workplace*