



The Council for Entrepreneurial Development is seeking a Director, Business Development.

Are you curious about new technology and the latest trends in life science? Want to be a part of a dynamic and fast-paced work environment focused on connecting entrepreneurial companies with high value resources to accelerate their growth? Join our team where your primary role is working with our partners and collaborators to identify engagement opportunities. As a member of the Customer Experience team, you will be working with current CED partners and collaborators as well as cultivating new partners to join the CED Network.

Responsibilities:

- Meet annual revenue goals for Partners and sponsorships
- Establish and maintain relationships with 100 - 200 Partners
- Develop and implement a cultivation and retention strategy for CED's Partners with the goal of broadening and deepening their participation in the network
- Solicit and secure sponsorships for Venture Connect and other programs and oversee the ongoing fostering of these relationships
- Manage and grow a pipeline of key local, regional, and national corporate prospects
- Work with Customer Success Specialist to ensure benefit fulfillment for all Partners and sponsors
- Work with Communications team to coordinate messages about benefits for Partners and sponsorships
- Work with Finance to assure accurate invoicing and billing for partnerships and sponsorships
- Provide insights, suggestions, and feedback to the Vice President, Customer Experience and play an active role in improving how CED delivers value to its customers

Must haves:

- Minimum 7 - 10 years' experience in business development, sales or account management
- Proven track record building a sales pipeline and closing deals
- A passion for building relationships, talking to people and actively listening to better understand their needs
- Excellent organizational skills, with a proven ability to multi-task and self-motivate
- An ability to advocate cross-functionally on behalf of the customers
- A desire to work in a collaborative team setting
- BA/BS in Business Management, Sales/Marketing, or equivalent
- Proficiency in G-Suite, Microsoft Office Suite, Salesforce or comparable CRM system

*Some **personal qualities** we find attractive at CED are an adaptive nature, intrinsically motivated, warm, friendly, and highly collaborative. A sense of humor goes a long way with our group too!*

*It's **good to know** that CED is a nonprofit organization that offers full benefits - competitive salaries, medical, dental and vision insurance, a Simple IRA plan, and more. We are located on the growing Frontier Campus in RTP, central to our customers across the Triangle.*

How to apply for this role: please draft a cover letter that explains your interest in CED, what interests you about being in business development and why this particular role is an ideal fit for you. Bundle that with your resume and send to Ravila Gupta - rgupta@cednc.org.