



Director, Business Development

Reports To: Chief Customer Officer

Location: Ojai, CA

Industry: Employee Wellness

Employment Type: Sales, Full-time, Commission

Position Description:

The Director, Business Development will be responsible for new business development and revenue growth. The Director, Business Development will deliver innovative and cost-saving solutions to prospective and existing clients.

Principle Accountabilities:

- New business development and growth; meeting and exceeding targets
- Build and maintain healthy client relationships by serving as a trusted advisor
- Participate in industry events including speaker opportunities
- Understand industry trends, competitive threats, business opportunities
- Work with internal teams to implement engagement strategies that drive overall client success
- Collaborate with management team to define strategic initiatives that deliver incremental growth
- Follow up on new leads and referrals resulting from field activity.
- Prepare presentations, proposals and sales contracts.
- Prepare paperwork to activate and maintain contract services.
- Identify and resolve client concerns.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Other duties as assigned.



Experience & Qualifications:

- High School Diploma (Bachelor's Degree preferred)
- Valid State of California Driver's License
- Minimum 5 years sales experience
- You are likable and quick to establish credibility
- You are professional and consultative in your communication style
- You have strong presentation skills, both written and verbal
- Self-starter who takes initiative and has staying power.
- Ability and desire to work in an entrepreneurial, informal environment.
- Flexible and able to shift needs with the demands of the business.
- Excellent listening, presentation and negotiation skills.
- Ability to foresee trends and react quickly.
- Demonstrate the ability to anticipate and solve practical problems or resolve issues.