



Position: *Managing Director, Business Engagement*

Reports to: *President & CEO*

Position Summary

Responsible for leading the BVU Business Engagement Team for maintaining and growing BVU business memberships and sponsorships in the greater Northeast Ohio market, including Cuyahoga, Summit and surrounding counties; and execution of strategic plan as it relates to business engagement. The Managing Director, Business Engagement will design, implement, and evaluate a plan to meet BVU's sales targets.

Qualifications

- A minimum of 10 – 15 years of related sales/business development experience
- A minimum of 5 years in a strategic sales role
- Demonstrated history of top revenue producing results
- An extensive contact list of business member prospects
- Experience in managing a sales team
- Strong presentation skills
- Experience in corporate community engagement a plus
- Poise and customer-oriented orientation required in communicating with business and nonprofit leaders, and the general public through excellent written and verbal skills
- A high energy, positive, highly motivated self-starter with a personal commitment to volunteerism
- Ability to independently identify, research and resolve issues
- A decisive individual who possesses a strategic focus as well as an operational, implementation, and detail-oriented perspective
- Ability to work with peers in a team effort; demonstrated ability to manage multiple priorities and deadlines
- Proficient in Microsoft Office, social media, and industry related software programs
- Ability to drive independently on regular basis throughout Northeast Ohio and knowledge of this region is required
- Bachelor's degree in business or related field.

RESPONSIBILITIES

Business Development Leadership

- Lead the Business Engagement Team responsible for attracting and growing business partnerships annually. Develop strategy and metrics for engaging current members and attracting new business partnerships /memberships in alignment with overall BVU strategic priorities, including but not limited to optimizing Young Professional and Minority-Owned Business participation in community engagement opportunities.
- Serve as staff lead on the BVU Business Membership Committee of BVU Board, work with assigned BVU Board members as it relates to business membership development and participation.
- Collaborate with the marketing team to create weekly eblasts and holistic and effective marketing campaigns to educate current business members and attract new prospects.
- Present at various community forums to attract BVU members.
- Serve as a member of the BVU leadership team providing insights on overall business membership, cash receipts and team results.
- Lead BVU business service activities and report on the status of business memberships as it relates developing budgets for strategic decision making and achieving dashboard and forecast.
- Work closely with the BVU Business Team to ensure the business members' needs are being addressed by BVU services. Assess current service offering and propose new.
- Institute benchmarking data on corporate community engagement to educate and compare businesses regionally and nationally to attract new members and provide strategic options for current members.
- Support the research and development of innovative business strategies by defining related value propositions and business models to attract/engage new markets, such as small and mid-sized business for BVU engagement.
- Lead strategy and identify opportunities to educate and promote new offerings including volunteer managed software.

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Account Management

Develop and maintain relationships with BVU business members in identifying priorities and coordinating BVU services to strengthen their community engagement efforts. Serve as an account manager for 40+ BVU business members providing multiple touch points throughout the year (e.g., face-to-face, email, and phone contacts) including

- Onboard new business members.
- Meet with members to identify company's community engagement priorities, educate them in a broad range of BVU services including community engagement consulting, governance training, board matching, pro bono consulting, team volunteering, etc., and develop an annual plan for BVU engagement.
- Encourage the selection of a diverse pool of candidates for participation across BVU services throughout business member companies.
- Make Lunch and Learn Presentations at businesses providing overview of NEO's nonprofit sector and BVU services.
- Coordinate with BVU staff on program usage (board matching, Linking New Leaders, team projects, pro bono, Ask the Expert, etc.).
- Nurture business member relationships and communicate regularly throughout the year with assigned business members on their usage including half year letters and renewal.
- Review BVU services provided and develop annual renewal of BVU engagement.
- Communicate and sell BVU sponsorship opportunities.

BVU Corporate Community Engagement Events

- Work with the BVU Business Team to identify topics/resources to plan, promote and implement BVU Business Partner Breakfasts held 3 times a year for BVU partners to network and share best practices.
- Organize, plan and implement the annual BVU Business Summit reflecting current Corporate Social Responsibility trends creating interest with business members and prospects.
- Attend various BVU and community events and represent/promoting BVU – Summer of Service, Cocktails with Champions, etc.

Other duties as assigned.

Benefits

Generous Vacation Package, 10 Holidays, Personal Days, Medical/Dental/Vision, 403(b) plan, Life Insurance and LTD, Paid Parking.

It is the policy of BVU to provide equal opportunity to all persons, based on merit and qualifications, without regard to race, creed, color, national origin, sex, age or handicap, including disabled veterans and veterans of the Vietnam era. This includes recruiting, training, promotion, compensation, benefits and all other factors involved in the treatment of applicants and employees.