



Business Volunteers Unlimited is pleased to announce a Fellow Opportunity with *Reflection Point*

ABOUT REFLECTION POINT

Reflection Point helps people work better together. It supports teams, entire organizations and even communities in collaborating more effectively and innovatively. RP uses powerful stories to build bridges, flip perspectives and deepen shared understanding. We start by choosing a short story from literature that surfaces themes relevant to your workplace. Then specially trained facilitators guide small groups (in person or virtually) through reflection and dialogue. We focus on building the five skills every team needs to harness their collective intelligence: listening with humility, asking good questions, challenging assumptions to engage with the perspectives of others, disagreeing with respect but without retribution, and widening the circle of empathy. Reflection Point helps teams reconnect, find their reflection point and work better together. We have powerful case studies that illustrate the impact and a strong scientific underpinning to our approach. *More info at reflectionpoint.org.*

FELLOW OPPORTUNITY

Reflection Point is looking for a Fellow to develop a compelling, and sustainable business development strategy to expand our reach and scale for impact. We are at an important juncture and have a proven concept with very strong impact. We are a small team without business development, sales or marketing expertise and believe a Fellow could help with that. We are looking for deep experience with comfort in dealing with people at all levels of a client organization.

Business Development Fellow Role

- Work directly with the CEO and Board Chair to develop a business development strategy
- Develop a strong plan/approach to grow and scale the business, including creating client profiles and targets for different types of RP programming, including experiments to compare different approaches
- Use and test plan/approach by finding new clients who have become aware of and/or attracted to RP from the new strategic approach
- Refine and codify approach based on learnings
- Create job description and roadmap for hiring a permanent business development person at the right level of the organization, as a partner to the CEO

TERM

500 hours during 2024 (virtual)
Flexible time frame

STIPEND

\$10,000

QUALIFICATIONS

The ideal candidate will have significant professional experience in business development, sales, and brand management.



To be considered for this opportunity and to request application materials, please contact Sarah Castle (scastle@bvuvolunteers.org)

The BVU Fellows Program matches the talents of highly skilled professionals with local nonprofits to engage in a transformative project that benefits the community.

For more information, visit our webpage:

[BVU](#)