

Director, Business Development
The Business Council of Fairfield County, Connecticut

The Business Council is a private, 501(c)6 corporation headquartered in Stamford, serving businesses and major non-profit institutions. Founded in 1916, The Business Council leads private sector efforts to shape a prosperous, equitable, sustainable future for our region. Our work is driven by data, research and best practice exchange. We develop practical, bipartisan solutions to critical issues and provide a framework for business action to achieve high performing infrastructure, a competitive talent pool, a vibrant innovation ecosystem, and resilient communities. Member teams serve as platforms for business relationship development and individual professional learning.

Revenues: \$2.5 million

For more information, please visit www.BusinessFairfield.com

Position

Reporting to the President & CEO (CEO), the Director, Business Development will serve as a key leadership team member and an active participant in making strategic decisions affecting The Business Council. In partnership with the CEO, this position will be responsible for all fundraising and development activities. The successful candidate will help forge new relationships to build The Business Council's impact, and financial resources.

The Director, Business Development will have primary responsibility for establishing and implementing the infrastructure needed to grow a \$2.5M budget through the solicitation of memberships, sponsorships, major corporate and foundation gifts, and state grants. S/he will expand and diversify The Business Council's investor base/pipeline and work closely with other team members to secure funding for new initiatives. In addition, the Director, Business Development will work closely with the board of directors and support board members as they take on a more active recruitment and fundraising role.

It is expected that the amount raised by The Business Council will increase in future years as the Director, Business Development systematically strengthens the organization's overall fundraising capacity. As capacity and results grow, it is expected that the Director will progress to the position of Vice President.

Responsibilities

- Support and partner with the CEO and board members on all major recruitment, sales and fundraising initiatives.
- Actively work with the CEO and senior staff to develop and implement a comprehensive development strategy to include corporate, foundation, government grants, etc.
- Have primary responsibility for development and execution of all solicitations and proposals; write and archive all proposals with a long-term relationship-management approach.
- Monitor all investor and donor information; provide and present statistical analysis to board and senior leaders
- Develop and implement an engagement program aimed at cultivating deeper ties with investors and donors
- Monitor and report regularly on the progress of the development program
- Identify, develop, and mentor the development team

Qualifications

- 10-plus years of professional experience in a business association or nonprofit organization; demonstrated success in a development function (managing and forging relationships with multiple investors and donor sources)
- Tangible experience of having expanded and cultivated existing investor/donor relationships over time
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of constituents and build long-term relationships
- Strong organizational and time management skills with exceptional attention to detail
- Customer focus
- Flexible and adaptable style; a leader who can positively impact both strategic and tactical development initiatives
- Ability to work both independently without close oversight, but also a team player who will productively engage with others at varying levels of seniority within and outside The Business Council
- High energy and passion for The Business Council's mission
- Ability to construct, articulate, and implement annual strategic development plan
- Bachelor's degree required, Master's preferred

Salary Range: \$85,000-110,000/Annual

Please email resume to RNorum@BusinessFairfield.com