



## Director, Business Development

### Position Description

**Exceptional Leaders International** is a partnership of transformational experts who are former operating executives with deep expertise in finance, human capital, information technology, and operations. We leverage our expertise and passion to assist our clients in achieving transformational change during periods of growth, mergers and acquisitions, underperformance, and exit. Our firm is expanding and we would like to engage a business development executive to accelerate market penetration as well as revenue generation in the Northeast.

The **Director, Business Development** will have extensive, senior-level contacts in the following industries: Manufacturing, Life Sciences, Retail/Consumer, Industrial, Healthcare Services, Technology Hardware and Software, Medical Device, Business Services, and Private Equity. The successful candidate will have a track record of success in accessing senior-level buyers and closing numerous deals in excess of six figures.

### Key Responsibilities

- Leverages his/her existing unique relationships in the market to open doors for target business.
- Generates new strategic relationships within the Firm's targeted markets. These markets include the M&A community, as well as: private equity, VC's, commercial lenders, law firms, valuation groups, accounting firms, SBIC's, intermediaries, IT services companies, et. al., and also portfolio companies and middle-market, C-suite, and Board-level executives.
- Drives revenue through a deep appreciation of the sales cycle for professional services as well as a strong business background that understands the "pain points" of senior executive leaders in firms underdoing transition.
- Collaborates closely with the Firm's Partners to ensure that the correct business development strategy is employed to increase the probability of closure. The Director, Business Development identifies appropriate individuals and subject matter expertise within the partnership to create the appropriate service definition and pricing strategies, as well as to increase the likelihood of success.
- Provides timely market feedback regarding the Firm's market positioning, services, and overall branding. Identifies and recommends ways to modify the Firm's unique selling propositions and differentiators, based on knowledge of the market and competitors.
- Develops, with marketing and Partner support, the requisite marketing strategies/tools needed to support revenue growth, including identification of campaigns, services, and distribution channels that will lead to increased sales.

- Represents E.L.I. in accordance with the Firm's standards of quality and professional conduct. Adheres to the Firm's code of conduct and core values.
- Consistently maintains key relationships.

### **Requisite Skills and Competencies**

- Deep professional relationships within targeted markets.
- Ability to generate revenue for a new-to-market professional services firm through existing and newly created relationships.
- Able to drive revenues through competency in research, networking, effective prospecting, and persuasion.
- Senior-level business experience.
- An understanding of the pain points that senior executives experience in times of transition.
- Exceptional sales planning and execution capabilities.
- Ability to be productive within a Microsoft Dynamics CRM application environment.
- Intuitive marketing skills.
- Successful in generating revenue by collaborating with Partners and other Subject Matter Experts. A true team player.
- Excellent written and verbal communication skills.
- Highly professional in demeanor and appearance.
- Entrepreneurial in spirit.
- Hard working and driven, with a passion for success.

**To be considered for this position, please forward your resume to:**

**[eliadmin@eliadvisors.com](mailto:eliadmin@eliadvisors.com)**