



BUSINESS DEVELOPMENT MANAGER POSITION ANNOUNCEMENT

POSITION SUMMARY

STATUS: Part-Time, Exempt

SUPERVISOR: VP, Strategy & Finance

DIRECT REPORTS: None

LOCATION: Duluth, GA (Telecommute)

TRAVEL REQUIREMENTS: Extensive travel within Georgia, including limited weekend and overnight travel

GLISI is an independent, non-profit organization driven by our mission to develop world-class education leaders who advance student achievement and organizational effectiveness. We believe all students deserve joyful learning environments and access to talented teachers and leaders. That's why we are passionate about developing high-performing teams who foster cultures of empowerment and opportunity in Georgia's schools.

As GLISI's Business Development Manager, you will be integral to the advancement of GLISI's mission by connecting us to districts and schools that can benefit from our services. Success in this position will require you to apply your strong networking and relationship-building skills to pursue identified leads with prospective clients and partners, seek out new opportunities, manage client relationships, and negotiate and close partnership agreements. You are also someone who finds satisfaction working with external stakeholders and can effectively tailor your communication style to diverse audiences.

Your success will be fueled by the other members of GLISI's smart, talented, hard-working, and passionate team who share a commitment to delivering exceptional experiences to the teachers and leaders of Georgia, in service to the students they support.

KEY RESPONSIBILITIES

- Pursue identified leads with prospective clients and partners
- Build new and deepen existing client relationships
- Schedule and attend client meetings
- Generate and deliver presentations and proposals about GLISI's service lines
- Negotiate and close partnership agreements
- Report all contact and sales activity in Microsoft Dynamics CRM
- Leverage marketing materials and networking activities to build brand awareness
- Maintain extensive knowledge of current market conditions
- Assist in the evaluation and interpretation of future market conditions
- Participate in weekly, monthly, and quarterly team meetings



SKILLS AND EXPERIENCE

- Minimum of 5 years of experience working in or serving GLISI's target market
- Familiarity with GLISI's mission, service lines and our impact is a requirement
- Knowledge of leadership development and/or school improvement research highly desirable
- Ability to assess current and prospective partner needs and draw relevant connections to GLISI's mission and core service lines
- Exceptional listening and communication skills
- Previous years of work experience in a business development managing capacity can be helpful
- Business and leadership certifications are a plus
- A bachelor's degree in business management, administration, or a related field is preferred

ATTRIBUTES

- Relentless initiative to meet or exceed GLISI's revenue targets
- Goal-oriented
- Proficient in Microsoft Office (Word, Excel, Outlook, PowerPoint)
- Willingness to learn and utilize GLISI's business development processes and technologies (e.g. Microsoft Dynamics CRM)
- Capable of thriving in a telecommute environment

BENEFITS

- Competitive salary commensurate with experience
- Paid company holidays & PTO
- 401(k) match
- Flexible work environment

APPLICATION INFORMATION

If you're ready for the next step in your career and want the excitement and challenge of a fast-paced, mission-driven organization, please send a cover letter and resume to careers@glisi.org (include *Business Development Manager* in the subject line). The position will remain open until filled.