



Managing Director of Business Development

Company Description: You want to do more good in the world. So do we. We're a team of social impact consultants committed to changing the world. Our team draws on our internal expertise across industries and challenges to create social good strategies. We help our clients meet fundraising goals, align their operations and organization with their vision, launch purpose-driven campaigns, design foundations and CSR portfolios, and engage key audiences and stakeholders.

Headquartered in New York, we also have offices around the country. As a member of Omnicom Group (NYSE: OMC), the world's largest and most diversified communications company, Changing Our World has access to the best communications, public relations and branding expertise available to assist its clients in enhancing the visibility and awareness of their fundraising and philanthropic initiatives. It is the only firm of its kind that is also part of a Fortune 200 company.

Changing Our World is a founding partner of ONE HUNDRED, a multi-disciplinary collective with a mission to create positive, purpose-led change through connected creative marketing communication solutions.

Position Overview: Changing Our World is seeking a Managing Director to develop new business and provide select account management services. This position works closely with the CEO and Executive Team to generate new business leads in targeted sectors and geographic regions. He or she will help set strategic priorities while providing overall leadership to the sales team.

Location: New York, Atlanta, Boston or DC. Remote candidates may be considered. Travel will be required. Valid Driver's license required.

Responsibilities:

Business Development

- Provide overall leadership to business development activities and team.
- Develop firm-wide strategic outreach objectives and implement sales and marketing initiatives to meet these goals.
- Participate in outbound business development activities, including: leveraging your networks to identify and pursue opportunities for business development; overseeing new business proposals; participating in and leading pitch presentations, and creating thought leadership content.
- Identify most promising external events to attend and represent Changing Our World at these conferences, including making industry expert presentations on behalf of the firm.
- Consistently utilize CRM to monitor and guide business development activity.
- Guide team in effective communication to potential clients, including personal emails, group electronic/social media communication, direct mail, and surveys.

Client Service/Account Management

- Manage assigned accounts to meet the firm's key performance indicators and ensure strong, ongoing client relationships and satisfaction.
- Provide leadership and mentorship in the professional development of colleagues while also helping to spot talent in the market.
- Work with senior leadership to enhance firm-wide operational processes and support Changing Our World's culture.

Qualifications:

- Bachelor's degree and 8+ years of relevant experience; agency and/or consulting experience required.
- Proven track record of success in sales/business development, fundraising, and/or transferrable professional services experience.
- Self-starter with an optimistic, problem-solving attitude and ability to manage multiple work streams and competing deadlines.
- Excellent writing, public speaking and facilitation skills.
- Highly proficient in Microsoft Office Suite (including full competency in Excel and PowerPoint).
- Ability to work remotely and travel as needed.
- Experience in higher education or healthcare sectors preferred.

How to Apply:

Please submit your resume and cover letter to hr@changingourworld.com.

We are an Equal Opportunity Employer. No agencies, phone calls or faxes please.

It is the policy of Changing Our World to provide equal opportunities for employment and advancement to qualified individuals without regard to race, color, religion, creed, national origin, sex, age, sexual orientation, marital status, disability or veteran status.