

**Job description:** Business Development Director

**Summary:** QHN is in need of an experienced and resourceful Business Development Executive to develop and implement growth opportunities in existing and new markets. We're searching for a professional that has a solid track record of creating long-term value for organizations. We're looking for a leader who understands how to leverage real data, how to capitalize on business trends and opportunities, as well as position organizations for their future. A successful candidate is customer-obsessed and ready to solve the changing needs of our clients. Candidates should have strong communication and leadership skills, as well as the ability to manage a diverse team in an evolving industry landscape.

**Responsibilities:**

- Responsible for the overall management of all strategic and operational marketing and customer relationship activities.
- Drive the increased income required to fund QHN's ambitious growth.
- Oversee the sales process to attract new clients.
- Work with senior team members to identify and manage risks.
- Maintain fruitful relationships with clients and address their needs effectively.
- Research and identify new market opportunities.
- Prepare and deliver pitches to potential investors.
- Foster a collaborative environment both inside and outside the organization.
- Oversee a team of client relationship managers/advocates, marketing and customer support specialists.

**Qualifications:**

- Bachelor's degree is preferred, will consider relevant experience.
- Ability to develop good relationships with current and potential clients.
- Excellent leadership and communication skills.
- Experience in management and business development.
- Knowledge of productivity and performance measuring tools.
- High attention to detail and a focus on fact-based decision making.

The Business Development Director is a member of the executive leadership team. This is an exempt position. Travel is required, with overnight travel 4-8 nights per month.