Business Development Director

Direct and manage all chamber revenue initiatives to include cooperative marketing initiatives, sponsorships, investor opportunities, and donors to expand funding resources for the North Myrtle Beach Chamber of Commerce, Convention & Visitors Bureau, and Chamber Foundation. Analyze and develop investor opportunities to meet and exceed revenue goals. Participate as a leader in program development to increase the value proposition of the marketing initiatives and recruit participants. Actively engage with investors and donors in order to effectively provide programming that our customers need, which will drive organizational goals to increase the prosperity of North Myrtle Beach.

Duties & Responsibilities

* Evolve and manage non-dues revenues such as the SMILE Cooperative Partnerships, Leads Program, cooperative advertising programs, and grant applications.
* Expand and manage the Building North Myrtle Beach solicitation strategies to support specific program initiatives.
* Develop, secure approval, and deliver or exceed the revenue plans for the organization.
* Nurture investor relationships at all levels.
* Develop messaging and materials necessary to convey the need, value, and benefits of strategic development initiatives.
* Develop a strategic sales plan to recruit participants through direct sales.
* Develop opportunities to bundle sponsorship and donor investments in conjunction with President & CEO and Business Development Manager.
* Design and develop presentations for direct sales opportunities.
* Represent the organization as assigned.
* Oversees the Business Development Manager.
* Actively foster a culture of high standards, personal accountability, and high performance.
* Contributes to Investor Relations programming plans and retention and new investor goals.
* Responsible for accurate and updated records for revenue sources employed by the chamber in funding the operations and program need in conjunction with the CEO and CFO.
* Completes additional duties and responsibilities as directed by the President & CEO.

**Qualifications:** Any combination of education and experience equivalent to graduation from an accredited college or university, supplemented by extensive experience in direct sales, business development, and/or fund raising. Excellent communication skills including writing and presentations to groups both small and large. The successful candidate will be a self-starter, articulate, and able to manage multiple priorities. The ability to establish and maintain effective relationships with board members, dues investors, donors, business leaders, government officials, employees, and the public.

You must have a passion for promoting the community, a willingness and desire to be visible at community events, and a roll-up-your sleeves and work-with attitude.

Must be able to work evenings and weekends as necessary with some travel possible.