



POSITION DESCRIPTION

POSITION: Manager – Business Development
LOCATION: Southeastern, United States
REPORTS TO: VP of Business Development

Summary:

Achieves the profitable growth objectives set by the EVP of Commercial Development and United Water Executive management team through negotiating and closing sustainable and profitable contracts while respecting the shared values and strategic intent of United Water. The position seeks out, investigates and assesses profitable business growth opportunities for United Water. Directs and coordinates with proposal production department proposal activities, including assisting with financial, legal, HR and technical evaluation of opportunities. Primary business development territory includes Florida, Georgia, Alabama, Mississippi, Tennessee and Arkansas.

Dimensions:

Education/Equivalent:

- Bachelor's degree in Marketing, Business, Public Administration, or related field.

Work Experience Needed:

- 5-7 years business development and marketing experience.
- Knowledge of water and wastewater issues.
- Understanding of the workings of municipal governments.
- Experienced at political networking.
- Knowledge of business and municipal finance.

Special Skills/Abilities Needed:

- Ability to develop projects and submit complex government proposals.
- Ability to negotiate and close contracts
- Ability to work in a matrix organization and lead and motivate a team of people that do not report to him/her

- Excellent verbal and written communication
- Excellent networking and interpersonal skills
- Organizational skills.
- Computer proficiency.

Nature & Scope-Principal Areas of Responsibilities:

- Assists in the development of business development strategy for the assigned territory.
- Seeks out new leads and follows up on leads brought in by other departments or outside consultants.
- Leads the process that develops, evaluates and recommends service solutions for clients both in the regulated and non-regulated segments. Additional activities may include: acquisitions, wholesale water agreements, strategic alliances, etc. in the water and/or wastewater industries.
- Directs and coordinates proposal activities, including financial, legal, HR and technical analyses for the evaluation of opportunities.
- Works closely with the Project Managers and existing operations to ensure client management continuity and to identify new opportunities.
- Negotiates and closes new contracts.
- Prepares materials used in presentations made to potential clients and to Consideration and Investment committees.
- Prepares responses to “Requests for Qualifications” and “Requests for Proposal.”
- Performs project post mortem.
- Promotes a positive image of United Water and Suez.

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