

Director of Business Development, Resource Development Associates Inc.

Location: Oakland, CA; currently 100% remote\

Hours: Full time, exempt\

Salary: Starting at \$110,000, commensurate with experience and location, plus performance-based bonus potential

The Opportunity

Resource Development Associates (RDA) seeks an experienced Director of Business Development (DBD) to ensure continued and sustainable revenue growth and expanded mission impact. As the representative face of RDA, the DBD will lead RDA's national growth strategy and proactively foster the development of new and existing client and partner relationships. The DBD plans for, manages, and ensures that responses to RFPs are successful, investment initiatives are implemented, and client engagement efforts are managed and measured. The DBD may also oversee a small portfolio of relevant consulting projects. This is an executive level position.

About RDA

For more than 35 years, RDA has provided consultation to public, private, and social sector organizations working across the public safety net to address persistent social, health, and economic problems. Our services include research, assessment, planning, grant writing, organizational development, training and coaching, facilitation, data system development, and evaluation. We believe in working collaboratively with one another and with our clients, and that curiosity and compassion are keys to making progress.

What You'll Achieve in Your First Year

As Director of Business Development for RDA, you will have a key role in realizing RDA's strategic goals to expand and consistently deliver innovative and meaningful results for our clients. A sample of what you can expect to experience in your first year includes:

Executive Team and Leadership

- Provide input to the CEO regarding strategic and mission-critical issues
- Work in partnership with the CEO and other leadership to develop a shared vision for the organization
- Support the alignment of staff efforts to the mission, vision, and values of RDA

Business Development

- Identify and evaluate market opportunities and pursue those in alignment with RDA's strategic initiatives
- Seek and cultivate relationships with existing and new partners and clients
- Support the Business Development Manager as needed with RDA's portfolio of grant writing and fund development projects
- Ensure effective management and successful outcomes of RDA's RFP response process
- Train and mentor relevant staff on client development and relationship cultivation

- Evaluate and enhance RDA's client engagement process, data, and reporting
- Oversee marketing efforts, including website, social media, advertising, and dissemination
- Provide oversight and reporting to the executive team regarding business development efforts, process improvements and results, and overall achievement of organizational goals

About You

- Outgoing and charismatic leadership grounded in trust, values, and a passion for others
- At least ten years of work experience, at least three of those years at the executive level
- Demonstrated ability to successfully manage organizational and revenue growth efforts through proposal response, marketing, and client development
 - Strategic and innovative, experienced at weighing risk and investment with potential reward
 - Dedication to high quality and high integrity work
 - Experience working across a broad range of public sector or social issue areas and disciplines
 - Skilled at genuinely engaging diverse individuals and communities
 - Excellent analytical and marketing writing, research, public speaking, and facilitation skills
 - Demonstrated supervisory and team development skills
 - Proficient computer skills, including competency with Microsoft Office and Google suite
 - Excellent organization skills, work habits, verbal and written communication skills
 - Effective time management skills and demonstrated experience managing multiple projects on tight deadlines
- Welcome opportunities to develop new areas of expertise

Benefits of Working at RDA

- Dynamic and collaborative workplace
- Family-friendly environment with accommodating schedules
- Flexible vacation time off (not accrual-based)
- 100% RDA-sponsored health, dental, vision, life, and disability insurance for employees
- 401k, with RDA discretionary match
- Pre-tax flexible spending accounts for medical, dependent care, transit, and parking expenses
- Personalized professional development
- Access to discounted retail products and services

Celebrating Diversity and Inclusion\

RDA is an equal opportunity employer and is committed to equitable and inclusionary hiring practices. We strongly encourage applicants from all cultural backgrounds, religions, sexual orientations, genders, and ages to apply.

When Applying\

Please include a cover letter, writing or work sample, and references with your resume.

Apply Here: <https://www.click2apply.net/Y7gYO2SMymxeseKQhVLOZ\BI149447291>