Business Development Lead

Your Role as Business Development Lead:
- Develop a business development strategy, with focus on government grants, collaboratively with the President, Vice President and VP Sponsorship
- Be passionate about expanding our revenue base through donations and grants
- Develop data collection processes that support our long-term grant writing objectives
- Be continuously in-touch with conference chairs, regional events and Leaders To Be Proud Of team to ensure you have up-to-date understanding of their direction and sponsorship needs;
- Ability to “read between the lines” of grant guidelines to pin-point what they are really looking for
- Takes initiative in building relationships with grant-giving organizations in formal (events, meetings) and informal (coffee/dinners) settings.
- Experience with successful grant writing an asset

Examples of Deliverables:
- Reach out to past conference or event participants to collect social impact data
- Develop a strategy for our initiatives to be better aligned with grant objectives, communicate that to the executive and other VP/Chairs

Commitment:
- Approximately 10-15 hours per week
- Mandatory attendance at monthly & quarterly management meetings
- Attendance at Strategic Relations team meetings
- Participation in Out On Bay Street events and initiatives

Works Closely With:
- President
- Executive Vice President
- Whole Sponsorship Team
- Occasionally Conference Teams

Reports To:
- VP Sponsorship
- Sponsorship Operations Lead
- Executives

Direct Reports:
- None

Term: January 2017 – December 2017

Positions Available: 1