



The Position: Business Development Manager

Date: Oct 2024

Who You Report To: Principal, VP of Sales

FLSA: Exempt

The Position

We are seeking a dynamic and proactive Business Development Manager to enhance our growth in both established and new market sectors. With a solid foundation in the real estate industry, our agency is poised for expansion into higher education, healthcare, and renewable energy sectors. This role will be pivotal in not only preserving our existing market share in real estate but also in spearheading our diversification efforts.

Working alongside the Principal, VP of Sales, the Business Development Manager is charged with developing strategic initiatives and coordinating efforts within those initiatives that drive revenue opportunities, and developing and maintaining internal sales processes and tools. The ideal candidate must have proven experience in business development or sales leadership, preferably in the commercial real estate, higher education, healthcare, and/or renewable energy industries. Additionally, a successful candidate is able to facilitate a culture of creativity, collaboration and drive, is a self-starter, extremely organized, detail-oriented, and familiar with CRM tools. This is a full-time, in-house position preferably in our New York or Boston studio.

Responsibilities

- Sustain and grow our real estate market presence by nurturing existing relationships and identifying new opportunities within the sector.
- Develop and execute strategies to penetrate and grow Neoscape's presence in the higher education, healthcare, and renewable energy markets.
- Conduct market research to identify new leads and potential markets across all sectors.
- Forge strong relationships with prospective clients and industry stakeholders in both existing and new markets.
- Collaborate with marketing and sales teams to align efforts and enhance lead generation processes across sectors.
- Attend industry conferences, meetings, and networking events to promote our services, gather insights, and build relationships.
- Manage the early stages of the sales process across all sectors; from initial outreach and presentations to the handover of qualified leads to sales personnel.

Qualifications

- Proven experience in business development, preferably in creative, branding, marketing or architecture sectors, with a strong track record in the real estate, higher education, healthcare, and/or renewable energy industries.
- Excellent communication, and interpersonal skills.
- Strong understanding of market dynamics and requirements in both established and targeted sectors.
- Ability to work independently and in a team-oriented environment.
- A bachelor's degree in Business Administration, Marketing, or a related field.



We Offer

- A competitive compensation and benefits package including 401K with the potential for profit-sharing contributions
- Comprehensive health, dental and vision insurance
- Partial transit reimbursement
- 80+ unique personalities with a broad range of creative talents across three studios

Typical compensation for this role includes a base salary of \$70,000 - \$120,000 and includes a commission / bonus structure equal to 10%-20% contingent on meeting predefined revenue targets or successful integration of the new markets into your business model.

Job Type: Full-Time

External and internal applicants, as well as position incumbents who become disabled as defined under the Americans with Disabilities Act, must be able to perform the essential job functions (as listed) either unaided or with the assistance of a reasonable accommodation to be determined by management on a case by case basis.