Business Development Manager

WHO WE ARE AND WHAT WE’RE LOOKING FOR

Launched in October 2018, VOW for Girls is an innovative new social change initiative that aims to galvanize the public and socially conscious brands to raise awareness of and create funding to prevent and end the international child marriage crisis. Co-founded by global human rights activist Mabel van Oranje and Ford Foundation President Darren Walker, VOW seeks to create new and sustainable resources to support the 12 million girls’ futures at risk of child marriage each year.

VOW is seeking a Business Development Manager (reporting to the Vice President of Partnerships and Business Development) to support, execute and grow innovative brand partnerships that will enable girls around the world to own their futures. Within a few years, we want to see a diverse portfolio of brands supporting VOW that generate significant funding and awareness for our mission. You’ll help us achieve that vision.

RESPONSIBILITIES

● The Business Development Manager will utilize best-in-class sales practices to build a high-value and high-volume partnerships pipeline with prioritized and streamlined outreach to brands, including both cold and warm prospects. You will assist the VP in supporting and setting fundraising goals through an analysis of prospects and opportunities with strategic fundraising plans in mind.

● You’ll fully manage the partnership sales cycle: sales strategy, planning, and analytic skills are critical to high performance in this role; you are a collaborator as well as a self-starter who has a history of maximizing limited resources while representing a variety of programs. You have the ability to build a cohesive vision for how a potential partner can powerfully activate with VOW in order to raise significant funds to support girls. You’ll manage deals from concept to contract execution and maintain consistent communication and stewardship throughout the sales cycle.

● Research prospects that align with VOW’s mission and values; serve as a leader internally and externally to understand organizational needs in order to develop proposals that help potential partners deliver on their strategic business objectives.

● Brainstorm creative activation ideas for brands and create dynamic pitches for prospects with the internal team; you’ll be able to offer a compelling presentation that highlights VOW’s unique value proposition along with educating potential partners about the issue of child marriage while inspiring an urgency to act.

● Consistently document, track, and manage all partner relationships through an internal customer relationship management (CRM) system and generate new business status reports, trend analyses, and revenue projections on a regular basis for sharing with VOW leadership.

● Once a partnership is confirmed, you’ll transition the primary responsibility of executing programs to the Partnership Manager, while continuing to assist in stewarding stakeholder relationships, including at VOW-led events and industry gatherings.

● Other duties as assigned and prioritized.

ROLE QUALIFICATIONS
Success in this role means meeting most, if not all, of the following needs:

- You have at least 4 years of full-time work experience in either business development, fundraising, and/or marketing/sales sectors.

- You have an entrepreneurial spirit and passion for business development and an intuitive understanding of how large organizations work along with a proven track record of building and maintaining a robust sales pipeline.

- You’re a multi-tasker: You are efficient, organized, proactive, and have an unwavering attention to detail. You manage a range of responsibilities at different levels of urgency and priority, formulate responses and keep progress going on many fronts simultaneously.

- You care about the details and are committed to producing work that is of the highest quality. You have the ability to effectively collect, organize, distill, and present information in a compelling yet concise manner while paying attention to details.

- You are a thoughtful communicator. You have a demonstrated ability to actively listen, problem-solve and take initiative – with a strong customer service mentality.

- You have exceptional judgment and emotional intelligence. You’re a careful listener and can read the room. You demonstrate personal integrity and dedication.

- You want to help build an organization, taking VOW from an early-stage startup to a global philanthropic initiative. You thrive in fast-paced environments. You have a proven background in collaborating cross-functionally and working on multiple projects simultaneously.

- You have a strong history of research experience and understand how to effectively use CRM databases such as Salesforce and other prospecting platforms.

- You are digitally savvy – you see the power of digital tools to build relationships and raise funds and proactively look for ways to expand your knowledge.

- You have a passion for gender equality and girls’ rights coupled with the spirit and drive of a social entrepreneur.

- When travel resumes, you are prepared to travel on occasion to business meetings and industry events related to VOW’s work, including evenings and weekends.

- You hold a Bachelor’s Degree in a relevant field.

**BENEFITS**

VOW offers a generous benefits package, including:

- Paid time off: 15 vacation days and 14 paid holidays, as well as personal and sick leave
- Medical, dental, and vision benefits for the staff member and family
- VOW employees can contribute to a 401k plan
- 12 weeks paid parental leave (available after 6 months of employment)
- Home office setup stipend
COMPENSATION

The salary range for this role is $70,000-$85,000. This range is for illustrative purposes only and salary offers are commensurate with experience.

LOCATION

Location is flexible. VOW for Girls is based in New York City and we plan to be working at home through 2021 due to COVID-19. We are open to candidates who are not located in New York City but are located near a major airport and willing to travel on occasion only once it is safe to do so.

HOW TO APPLY

To apply, send your application by **Friday December 10, 2021** to careers@vowforgirls.org with the subject line “VOW Business Development Manager.” Your application should include your resume and a cover letter that includes the following:

- A short summary of why you want to work for VOW.
- Describe a deal you’ve secured that you believe demonstrates your unique ability to build partnerships to accelerate our impact.
- Your desired salary requirements.

VOW is committed to racial equity and social justice and is proud to be an equal opportunity employer. We actively seek applicants from diverse backgrounds, experiences, and identities to provide a wide range of perspectives, ideas, views, and insights into the strategy, policies, culture, and ambitions of VOW for Girls. All qualified applicants are encouraged to apply.

Due to the high volume of applications received, only those selected for an interview will be contacted.