

Job Title: Business Development Strategist

Job Description

Responsibilities

The primary responsibility of this position is to initiate and manage new business opportunities from lead generation to screening in-bound leads to the development of all proposal and pitch presentations. There is tremendous growth opportunity for someone with strong communication and organizational skills and the desire to learn. Initial responsibilities include:

- Working alongside the marketing team, managing outreach efforts that are synchronized with our thought leadership driven marketing activities
- Working closely with the head of marketing and CEO, as well as our team of strategists, designers, digital specialists and program managers, in the development of the content for all new business opportunities
- Organizing and managing the archive of new business content to enable easy identification of relevant information
- Leading reporting and analysis of DeSantis Breindel performance across the new business process
- Identify and explore all networking opportunities, including participation in trade associations, trade shows, and NYC networking events, to build relationships and increase visibility within target markets

Requirements

- BA in Marketing, Communications, English or related field
- Minimum 2 years experience in a Business Development position, preferably in a Branding, Marketing or Advertising Agency
- Excellent organizational skills
- Strong verbal and written communicator
- Self-starter and nimble multi-tasker
- Enthusiasm for B2B branding and marketing

Compensation

Salary commensurate with experience, plus comparable benefits package.

Please send your cover letter and resume to strategy@desantisbreindel.com