



YOUR GROWTH. OUR PASSION.

OPPORTUNITY

Do you want to help grow local businesses and make a positive impact on the Washington County economy? Then we invite you to consider joining our team of top professionals recognized by peers statewide as driving economic growth through an unparalleled ability to get deals done, on-time and with win-win results.

We're looking for a **Director of Business Development** to provide leadership to EDWC's growth efforts. We need someone who is committed to creating customers for life, leaving a lasting positive impression on our clients.

EDWC is a team of advocates and experts...who became a part of our company and our growth project. We started the process with a national CPA firm, but if I could do it all over, I would have thrown them out a lot sooner, knowing how instrumental EDWC was in getting the results we wanted.
--George Lehnerer, CFO, JW Speaker

WHY US

We are Economic Development Washington County (or you can call us EDWC). Our team works with Washington County and Southeastern Wisconsin based companies to help them grow. We're a trusted advisor, serving as an unbiased voice for driving project success. Our efforts create enormous impacts that matter to the futures of families across our communities and Southeast Wisconsin (maybe even yours):

- \$290,000,000 in new investment into our local economy
- Over 2,000 new direct and indirect jobs
- \$146,000,000 in new annual wages
- Average annual wage per job of \$66,000

Our work with customers has made a big difference for our economy, but we're just getting started! We need an experienced Director of Business Development to elevate our company to the next level. Are you ready?

WHAT YOU'LL DO

1. Business Development: Responsible for developing, and implementing the EDWC's strategy to identify, qualify, and secure new clients. Responsible for telephone and email prospecting; qualifying and processing leads. Execute day-to-day business development functions including the demonstration and explanation of the EDWC's services. Take the lead on deal negotiation and creating "win-win" scenarios. Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors. Responsible for working with the Senior Director of Consultative Services, Executive Director, Executive Support Operations and others to onboard and integrate new clients.

2. Customer Experience: Manage EDWC's overall customer experience to achieve maximum "lifetime customer value" from the entire customer base. Ensure the timely and successful delivery of our solutions according to customer needs and objectives. Proactively communicate with customers creating a longer and more impactful customer life-cycle. Design, propose, and execute initiatives that strengthen customer relationships, increase satisfaction, foster loyalty and add new value for both customer and EDWC.

3. Marketing: Develop marketing campaigns across all service offerings in coordination with the Executive Director and third-party marketing service providers.

4. General: Assist the EDWC team with day-to-day activities, reporting, hosted events and workshops, meeting prep, and maintaining databases. Complete other duties as assigned.



YOU ARE GOOD AT

- **Selling into the C-Suite:** Prospecting, qualifying, demonstrating and closing deals with the business executives of Southeastern Wisconsin and beyond. Creatively and proactively prospecting and selling into companies of varying sizes and industry.
- **Account Management:** Actively staying in contact with and soliciting feedback from customers. Addressing customer issues in a timely and effective manner. Demonstrating proactive communication.
- **Customer Centric:** Exuding a professional and confident demeanor; dedicated to meeting the expectations of internal and external customers; gathering customer feedback instinctively; consistently acting with the customer in mind and building effective relationships marked by trust and respect.
- **Delivering Results:** We're a small but mighty team, but there are times when we'll need you to take an active lead in kicking-off, communicating with, and in some cases executing work projects.

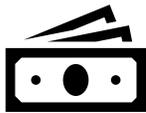
HOW TO APPLY:

- Email a cover letter and resume in PDF format to careers@edwc.org with the subject line "Director of Business Development"
- Please submit by July 3, 2019, at 8:00 AM for best consideration.
- Detailed position description available upon request via email above. Learn about us at our website www.edwc.org
- Questions? Glad to help. Reach out to Christian Tscheschlok, Executive Director, at 262-335-5769 or at the email address above.

DESIRED QUALIFICATIONS

The ideal candidate has demonstrated effective sales skills specifically targeting and selling to the c-suite. This candidate must be able to sell complex solutions and have the creativity and strategic thinking to successfully and effectively create win-win outcomes. Candidates must be able to demonstrate experience in lead generation, qualification, negotiation, and execution of complex and dynamic deals. A bachelor's degree and at least 5 years of experience in fields related to this position's responsibilities. Successful track record of building valued and trusted relationships within high-level corporate environments is essential.

WE DO PAY AND BENEFITS DIFFERENTLY



PAY

Very competitive base plus a premium reflecting your experience and an up to 10% performance bonus opportunity.



HEALTH & WELLNESS

Medical, dental and vision are only a start. We match your HSA saving (max applies) and offer a wellness reward program.



INVEST IN YOUR FUTURE

Securing your future matters to us too; so, we've set up a SIMPLE IRA for you with 1:1 match of your contributions up to 3%.



PAID R&R

Take control over how you recharge with 3-weeks PAID time off each calendar year and generous paid holidays.



GROWING CAREERS

You'll always have the feedback you require for career health plus we pay for training you need to succeed with us.



HELP WITH WHAT MATTERS

From family time off to flexible "in hours" to volunteering, we work with you in meeting personal and family goals.

HOME BASE

We are located on the West Bend campus of Moraine Park Technical College, which offers large-company amenities (including on-site food service & bike trail access to downtown) in a small business atmosphere. We are less than 5 minutes from a dynamic community center, boasting of new housing options, restaurants, pubs, cafés, state recreation trail and the Museum of Wisconsin Art. You can really live where you work.

