

Business Development Specialist

POSITION SUMMARY:

Responsible for supporting global business development efforts in a fast-paced environment. This position will support the identification, qualification, and deal process execution of scaling EchoStone's housing system technology in priority markets. The primary responsibilities are to ensure that the company's growth objectives are achieved through excellent sales process management, pre-sales and post-sales customer relationship management, and strong communications (internally and externally). In addition to supporting the business development objective of accelerating qualified pipeline development, this position will support market, customer and project research efforts and lead key account development.

This is a position for someone with international business development and/or international partnership experience. This position reports to the Senior Director, Business Development.

JOB RESPONSIBILITIES:

- Play a key role in international market development that includes research, process management for efficient identification and qualification of new opportunities and managing due diligence.
 - Track the market for trends, benchmarks, opportunities, competitive tactics, best practices, etc., and use that information to make recommendations
 - Lead research of new markets, including presenting recommendations for priority market pursuits and managing technology approval processes as required
- Support EchoStone team in ongoing business development activities (market development, channel growth & development, deal flows, and more)
 - Be held accountable for prospecting, qualifying leads, setting appointments, nurturing/developing leads, and coordinating cross-functional team involvement
 - Be accountable to drive highly qualified prospects into the sales pipeline through a variety of tactics including personalized direct communications and with support of marketing as needed
 - Engage with channel partners to support their needs in opportunity qualification and due diligence
- Participate in customer-facing presentations
 - Articulate EchoStone's value proposition to a customer, and identify how EchoStone's Housing System aligns to customer needs and project specifics
- Evaluate and develop opportunities for new partnerships, on an on-going basis
- Represent EchoStone and our business partners in a professional and courteous manner
- Participate in the growth of our inbound marketing and inbound sales programs
- Support in the planning and execution of successful conferences including business development follow up efforts for qualified lead generation

CORE COMPETENCIES TO BE SUCCESSFUL:

- The ideal candidate should have a proven record of driving qualified pipeline development and achieving revenue growth



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- Experience working in developing/emerging markets; humanitarian/development experience a definite plus
- Knowledge of construction, preferably in green building, sustainability and/or concrete
- Passion for sustainable development goals, affordable housing and making an impact
- Proven track record at supporting the development of an international brand through business development and marketing campaigns at local, national, and international levels
- Outstanding speaking, communication, and interpersonal skills
- Ability to establish and nurture executive and governmental relationships in international markets
- Strong decision-making and problem-solving abilities
- Excellent organizational and leadership skills
- Ability to travel extensively to developing markets and on short notice

RECOMMENDED QUALIFICATIONS:

- 5 to 7 years of experience, preferably in international business development in emerging or developing markets
- BSc/BA in business administration or relevant field; MSc/MA/MBA is a definite plus
- Looking to invest time and energy in a dynamic startup company which is rapidly changing
- Able to handle multiple tasks under time constraints in a fast-paced environment
- Excellent oral and written communication skills and experience interfacing with C-level executives, both internal and external
 - Spanish speaking a plus
- Experience growing and scaling a startup company

If you or someone you know is qualified and interested in this role, please forward their resume with a cover letter regarding their interest to Clare Velepec at clare.velepec@echohousing.com