Job Description: Business Development Manager

Reports to: V.P. Member Engagement & Development
Status: Exempt

About Us:
At the Buffalo Niagara Partnership, we are both the regional Chamber of Commerce and a community of passionate advocates, committed to advancing the local economy and fostering growth throughout Western New York. Our vision is to create a thriving region where businesses and residents flourish, opportunities abound, and collaboration fuels progress. We are seeking a dynamic and driven Business Development Manager to join our team and to help us shape the future of our community.

Your Purpose:
Your role as a Business Development Manager is to breathe life into our mission and vision by connecting with our members on a deeper level. Your innate love for the community will serve as a catalyst to inspire businesses and individuals to harness the potential of our events, programs, and professional development opportunities. By engaging potential and existing members, you will be a driving force in expanding our network and strengthening our impact. Additionally, your contribution will directly support the Buffalo Niagara Partnership’s Foundation initiatives, which help provide effective workforce solutions to local employers as well as helping residents build economic opportunity for their families.

Key Responsibilities:

- **New Member Growth:** Secure new members via internal and external lead generation.
- **New Sponsorship Growth:** Secure sponsors of events, programs and initiatives.
- **Engagement Catalyst:** Proactively work with assigned membership base to encourage engagement in our events, programs and initiatives which in turn helps promote and foster growth for their businesses.
- **Professional Development Advocate:** Actively sell leadership development opportunities geared for specific roles within organizations.
- **Community Champion:** Drive support for the Buffalo Niagara Foundation by engaging employers in supporting impactful workforce solutions.
- **Holistic Sales Expert:** Grasp the multifaceted aspects of our work and synergize them to provide tailored solutions to our members.

Qualifications:

- Exceptional interpersonal skills with a natural ability to connect with individuals and businesses.
- Adept at articulating complex ideas with passion and enthusiasm.
- Self-motivated and organized, with a track record of meeting and exceeding sales targets.
- Intelligence and adaptability to comprehend and integrate various aspects of our work.
- Strong communication skills to convey the value of our products, services, and community involvement.
Base Salary: $55,000
Bonus and commission structure, enabling a total earning potential of $67,000 - $80,000+.

- Hybrid work schedule – 3 days in Buffalo Niagara Partnership offices, 2 days working from home
- Learning and career development opportunities and a collaborative work environment
- Opportunity to attend all virtual and in-person Buffalo Niagara Partnership events and programs
- Benefits include Paid Time Off & Holidays; Medical, Dental & Vision Insurance; Voluntary Ancillary Benefits (including Pet Insurance & Legal Services); Employee Assistance Program (EAP), and more!
- Check out our website https://www.thepartnership.org/

Why Join Us:
By joining our team, you become a catalyst for change, driving economic growth, fostering collaboration, and shaping a brighter future for Western New York. Your work will have a tangible impact, and your passion for the community will be your driving force. Be a part of a dynamic team where your intelligence, dedication, and love for the region are not only valued but celebrated.
If you’re ready to embrace a role that aligns with your values and leverages your skills, we invite you to apply and join us on this exciting journey of community empowerment and growth.
Connect with us and become a driving force in building a better WNY community.

Send your cover letter and resume to: Liz Benkovich, V.P. Member Engagement & Development
Lbenkovich@thepartnership.org