

Position Title **Director, New Business Development**
Job Category and Business Line International Business Development/Strategic Management
Country United States of America
State/Province/Region USA - Virginia
City Arlington

Job Summary

FORS Smart Power, LLC is currently seeking a Director, New Business Development for our agribusiness practice who will be responsible for developing and expanding our customer base in EMEA. This position reports to VP International Capture Management. The successful candidate will have strong knowledge of international agribusiness policies and processes, trends and best practices. Successful candidates will also have proven track record of writing proposals, business plans as well as strong contextual knowledge of one or more geographic regions including Europe, Caucasus, Middle East, North and Sub-Sahara Africa. This position offers the rare opportunity for a creative and motivated international development professional to have a direct impact on FORS Smart Power, LLC global operations.

**Role and Responsibilities:
Strategic Planning and Marketing**

- Responsible for 25% of revenue to pipeline targets with sub-targets across geographies and sectors
- Identify decision makers within targeted leads throughout the whole sales process. Prepare quotations, proposals and presentations based on the customer's product and service requirements
- Conduct due diligence, screening, and assessment of project strengths and weaknesses
- Facilitates FORS Smart Power, LLC brand recognition
- Initiates, facilitates, manages and builds new and existing client, and partner relationships
- Use and assist in developing marketing programs to effectively increase sales and market penetration to meet sales and profit goals.
- Support marketing activities by attending trade shows, conferences and other marketing events.

Qualifications Sought – Success Factors

- Ideal candidate must be self-motivated with a proven track record of achieving quotas and customer acquisition and retention in the Agribusiness sector
- Current knowledge of policies, practices, and issues in international business development and capture management
- Thorough knowledge and experience with ADB, EBRD, WB, Millennium Challenge Corporation and other relevant organizations bidding and contracting practices
- Strong business development networks with international development donors and service providers
- Demonstrated competence to assess priorities, and concurrently manage a variety of activities effectively to meet deadlines with attention to detail and quality
- Demonstrated ability to exercise good judgment and communicate effectively orally and in writing
- Substantial analytical, technical aptitude and problem solving skills

- Ability to organize and handle multiple assignments/accounts. Proactive in following through with deadlines and ability to prioritize, trouble shoot and problem solve

Minimum Requirements

- Bachelor's Degree in Business, Agribusiness, Agricultural Sciences or Related Field highly desirable
- 3-5+ years customer sales experience in the agriculture segment and demonstrated initiative, and consistent quota attainment are required
- Solid experience in opportunity qualification, pre-call planning, call control, account development, and time management
- Minimum of 5 years' experience in marketing and business development with IFIs, internationally-focused USG Federal agencies, international development and donor organizations, and USAID
- Strong leadership, interpersonal, entrepreneurial, management, and writing skills required
- Proficiency in a foreign language (French, Russian, Turkish, Arabic)

To apply

Submit your resume and cover letter to careers@forsmartpower.com. No phone calls. Only short listed candidates will be contacted.