

## Executive Director Search – SBC Small Business Consulting, LLC

SBC's mission is to provide all of America's small business owners, regardless of their resources, the help they need to be successful. In the past three years, we've helped more than 3000 business owners across the Midwest and Southeast - all cost free. It's a beautiful thing!

How do we do this? We partner with CDFIs, SBDCs, WBCs, grant administrators, and other ecosystem builders to develop authentic relationships and formal funding contracts. SBC fills niche needs for these organizations' existing business support teams, helps the business on their behalf, and receives funding from our wonderful partners. Win, win, win - everyone fulfills their mission.

We're looking for an Executive Director to expand our services across the Midwest and Southeast.

The Executive Director (ED) drives overall revenue generation and market share growth of the organization through managing all aspects of the sales funnel from prospecting to onboarding. The ED is responsible for developing and implementing sales strategies for discovering and securing new opportunities in new and current markets through prospecting, networking, targeted campaigns, public presentations, finding and responding to RFPs, and other strategies.

The Executive Director reports directly to the President of the company who is a fractional executive and works closely with the Managing Director as the leadership team for the organization. The ED is expected to oversee planning and implementing the organization's growth strategy in close partnership with the Managing Director overseeing the fulfillment operations. The Executive Director and Managing Director are the in-the-business heads of the organization – their collaboration on planning and implementing sales and fulfillment operations is paramount to the organization's survival.

### Preferred Qualifications:

Strong existing relationships in the SBDC, CDFI, WBC, and small business support ecosystem in the Midwest of Southeast

Location in or near a major city in the Midwest or Southeast US

Five year's successful sales/development experience in a commission/revenue-based compensation role

Experience in entrepreneurial, startup, and/or small business

Experience in growing and developing new territories with new products or services

Successful experience in business development in a fully remote environment

This is a fully remote position with nearly 100% self-scheduling and ownership of the role. SBC is a small, young, and fast-growing business and this person will have great responsibility in fulfilling our mission. The starting compensation for the perfect candidate will be high five-five figures with the expectation of a six-figure compensation when revenue goals are met.