

Position: Vice President, Business Development
Company: Creative Class Group
Location: Flexible (Preference: Toronto, Canada or Chicago, IL)
Start Date: Fall 2008 (Immediately)

[Creative Class Group](#) (CCG) is a global advisory services firm that develops new ideas, research and strategies for business, government and community competitiveness and prosperity. The CCG team is comprised of next-generation thinkers and strategists who offer companies, associations, and communities access to leading-edge knowledge, trends, consulting, research and training about the Creative Class. Past clients include: Absolut Vodka, Citi Corp, Goldman Sachs, IBM, Johnson & Johnson, Microsoft, Nomura Financial Securities, SAS Institute, Thomson Corporation, etc.

For more information on CCG, upcoming events, clients and services visit www.creativeclassgroup.com or www.creativeclass.com.

JOB DESCRIPTION:

The primary responsibility of the Vice President of Business Development is to establish an innovative and targeted sales strategy for the corporate consulting and research subsidiary of the Creative Class Group. The VP for Business Development will have quarterly sales goals and work closely with the Founder, CEO and VP for Research/ Programs to establish a development strategy to increase the company's overall revenue. The VP for Business Development will also collaborate with CCG leadership to oversee project management and client relations.

The Vice President for Business Development should have an entrepreneurial spirit and the expertise to help build a business with a global brand and reputation. The Vice President should be a well-seasoned executive with a track record of exceeding sales targets and have experience developing a corporate development strategy. This position is ideal for professionals with prior experience in sales/business development within a global consulting or management organization with close relationships and contacts in Fortune 1000 companies.

RESPONSIBILITIES:

The Vice President for Business Development should be able to:

- Develop a sales strategy for company product lines: customized research (corporate and economic development), syndicated research model, advisory and consulting services;



- Identify and target potential corporate clients (Fortune 500-1000, technology, service—providers, consumer products);
- Complete and develop proposals and scopes of work (some customized, depending on client needs and requests);
- Answer and close incoming leads for research, consulting and advisory services;
- Manage client sales meetings, calls, and outreach;
- Collaborate with VP for Research/ Programs to manage content delivery timelines and expectations; and
- Serve as client liaison.

QUALIFICATIONS:

- Business management, consulting and sales experience 7-10 years;
- Entrepreneurial spirit and ability to self motivate;
- Excellent client communication and interpersonal skills;
- Proven sales success among Fortune 1000 companies;
- Ability to meet and exceed sales targets;
- 4 year degree (graduate degree preferred);
- Core understanding of the company philosophy, theories and competencies; and
- Some travel required.

COMPENSATION & BENEFITS

- High sales commission with competitive base salary;
- Bonus based on profitability;
- Unlimited sales potential; and
- Freedom and flexibility to work from anywhere.

Interested candidates should email a cover letter and resume to rana@creativeclass.com

