



Business Development Manager - Propel

Job Scope

Propel Career Academy seeks a highly motivated and dynamic Business Development Manager to drive growth and expansion opportunities for our training and education programs. The successful candidate will be crucial in identifying new business opportunities, developing strategic partnerships, and fostering relationships with key stakeholders. This position offers the chance to significantly impact Propel Career Academy's mission to provide top-tier vocational education programs.

Responsibilities

- Identify emerging business prospects and devise strategies to optimize them, with a focus on expanding our vocational training and education initiatives.
Collaborate with the Director and implement a comprehensive strategy aligned with organizational goals and industry needs for new training and continuing education programs and seminars.
Build relationships with industry stakeholders, educational institutions, and businesses to promote our programs and create collaboration opportunities.
Represent Propel Academy at industry events, conferences, and networking opportunities to increase visibility and generate interest.
Utilize digital marketing platforms and social media to promote our training and education programs and engage with potential clients.
Track and analyze key performance indicators (KPIs) to measure the effectiveness of business development efforts and make data-driven decisions.
Stay informed about market growth, threats, and industry regulations to maintain our competitive edge.

Requirements

- High School Diploma / GED, or 5+ years of Sales Experience.
Ideally, 3+ years of experience in Sales.
Proven experience in business development, preferably in the education or construction industry.
Customer-facing solid skills with excellent communication and negotiation abilities.
Self-motivated with a strong work ethic and a passion for exceeding targets.
Demonstrated ability to cultivate long-term, sustainable relationships with customers and partners.
Ability to collaborate effectively with internal and external stakeholders.
Strong financial understanding and experience in budget management.
Knowledge of adult learning principles and instructional design methodologies is a plus.
Familiarity with compliance and safety regulations in the construction industry.

As an EEO/Affirmative Action Employer all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status.



LIGHTING | ELECTRIC | SMART CONTROLS | TECHNOLOGY | SIGNS

Proficiency in computer skills and digital marketing platforms.
Connection to local industry associations with active participation is preferred.

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