



POSITION DESCRIPTION

BUSINESS DEVELOPMENT MANAGER (Full Time)

ABOUT THE ROLE

HealthBegins, a national mission-driven healthcare consulting and training firm based in Los Angeles, is looking for a mission-driven Business Development Manager to join our team. Reporting directly to the Managing Director, this individual is responsible for evaluating, analyzing, and pursuing new business development and funding opportunities to advance our social enterprise mission and goals. We welcome dynamic applicants from diverse backgrounds who have experience generating new revenue for organizations through the sale of products and services, securing grants, sponsorships and other sources. This is a full-time, salaried position.

WHY WORK AT HEALTHBEGINS

You'll join [HealthBegins](#), a mission-driven firm that drives radical transformation in health by helping healthcare and social sector clients improve the social and structural drivers of health equity for patients and communities. You'll join a fast-growing team that's inspiring and helping courageous leaders across the nation to make healthcare and society better by addressing the "upstream" social, economic, and structural conditions that make people sick, especially for our most marginalized patients and communities. You'll extend the reach and impact of our strategic consulting, training and education, technical assistance, and communications and advocacy services and products. And you'll join a work culture that provides great benefits, values and supports you as you balance work and family commitments, and promotes excellence through team collaboration, continuous learning, transparency, diversity, equity and inclusion.

RESPONSIBILITIES:

- Generate new revenue through the sale of products and services, securing grants, sponsorships and other sources.
- Help update and implement HealthBegins' sales, growth & impact strategy.
- Manage and foster potential clients as well as existing client and partner relationships.
- Drive, manage and track lead generation and conversion activities using Hubspot CRM and other HealthBegins systems.
- Conduct and lead market research to identify new markets, customer needs, partnerships, and create new social enterprise opportunities.
- Recruit, manage and support business development and communications team members to meet strategic goals and KPIs.
- Work closely with the business operations, project management team, and principals to improve process efficiencies.

PREFERRED LOCATION AND TRAVEL REQUIREMENTS

We prefer candidates based in California but we are also accepting applicants who live in New York, Washington, and Massachusetts. This is an opportunity for remote, in-person and/or hybrid work based on the needs of the position and candidate. This position will require approximately 25% travel, subject to change based on public health considerations.

While our teams are currently working remotely, we expect to reopen our offices in January 2022 based on public health guidance. The ideal candidate is willing and able to work during regular business hours on Pacific Time.

ATTRIBUTES INCLUDE:

- Well-organized and clear communicator with attention to detail.
- A self-starter who honors the value of teamwork, gathers needed diverse perspectives, and exercises judgment to provide clear recommendations and make important decisions.
- Strong interpersonal and client relationship skills, self-awareness, and situational awareness.
- Ability to manage multiple projects simultaneously and prioritize issues/escalations.
- Intellectually flexible and comfortable with change, ambiguity, and an environment of continuous learning and improvement.
- Mission-driven with intellectual curiosity and interest in learning about social and structural drivers of health equity and how to improve them.
- Possesses broad experience in handling difficult or sensitive situations in a professional, timely, and thorough manner.
- Commitment to work in and support diversity, equity and inclusion in the workplace.
- Quick analysis, troubleshooting, and problem resolution skills.
- Highly proficient in Microsoft Office, Google Suite software, Slack, and CRM software.
- Must be willing to provide references and have information from their resume and interview verified.
- Must have work authorization to work in the United States.

PHYSICAL WORK DEMANDS:

- Ability to communicate orally with others.
- Regular use of the telephone, laptop camera, and email for company communication is essential.
- Sitting and/or standing for extended periods at a workstation is common.
- Ability to distinguish standard colors.
- No heavy lifting is expected. Exertion of up to 10 lbs. of force occasionally may be required (e.g., the approximate weight of 3 large telephone books).
- Will provide reasonable accommodations to support candidates to work remotely and to support physical ability.

QUALIFICATIONS INCLUDE:

Required:

- 2-5 years of proven business development experience in a similar role.
- Bachelor's Degree or four years of relevant work history post-high school.
- Strong interest and commitment to advancing health equity.

Preferred:

- Master's Degree (e.g. MBA, MPH, or MHA)
- Business development experience in or with social enterprises, nonprofits, healthcare delivery systems, health plans, human service providers, and/or philanthropies.

The **compensation range** for this position is \$70,000 to \$95,000 commensurate with experience. To apply, please submit your cover letter and resume to admin@healthbegins.org. We will not accept candidates without a cover letter and resume. We appreciate all interest in this opportunity, but we ask that only those who meet the above criteria apply, please.

HealthBegins strives to maintain a diverse and inclusive workforce through recruitment, retention, and promotion policies. We strongly encourage people who have been directly impacted by the social needs and systemic barriers we address to seek employment with us. HealthBegins believes that all persons are entitled to equal employment opportunities and does not discriminate against its employees or applicants because of race, color, religion, sex, pregnancy, national origin, ancestry, age, marital status, sexual orientation, disability, or medical condition.