Title: Senior Director, Business Development

Department: Business Development

Reports To: Executive Director of Business Development

Classification: Full-time, exempt

Location: United States. Remote with 25% travel.

About Us

The Advisory Board for the Arts is the world’s largest research-based network of arts and cultural organizations, with 100 long-term client partnerships in 11 countries and growing at a pace of 50% per year. ABA works with some of the world’s most prestigious organizations including Carnegie Hall, Teatro alla Scala, West Kowloon Cultural District, the LA Phil, American Museum of Natural History, the UCCA Center for Contemporary Arts in Beijing, and the Royal Albert Hall.

Thanks to a model rooted in 40 years of cutting-edge work with the education, healthcare and corporate fields, ABA has developed a distinctive, insight-driven, shared-learning network for cultural institutions. Clients benefit from the leading ideas and practices of other industries and institutions from around the world. ABA’s goal is a thriving global cultural sector, helping organizations build future audiences, future donors, and future artistic excellence.

Job Description

Position Overview:

We are looking for a highly motivated Senior Director, Business Development, to join our dynamic team and play a crucial role in growing our network of clients. As Senior Director, Business Development at ABA, you will be responsible for acquiring new clients, helping grow ABA’s footprint in North America and driving revenue growth.

You will operate in a fast-paced, for-profit, start-up environment, with a fully virtual team based across the world. Joining at the early stage of development of the company, you will be an essential part of our team.

Key Responsibilities:

- **Client Development Strategy:** In alignment with ABA’s institutional priorities and in collaboration with the Executive Director of Business Development, develop strategies for client growth in markets across North America.
- **Client Pipelines:** Generate an ongoing pipeline of potential clients, leveraging ABA’s existing and past engagement, your own existing networks, and by actively identifying new opportunities.
- **Client Outreach:** Initiate contact with existing and new prospects through various channels, including direct outreach and networking events.

November 3, 2023
Client Interaction: Conduct in-depth conversations with potential clients to understand their specific needs and challenges, articulate ABA’s solutions, and engage in negotiations to secure contracts. You will be expected to secure 15 new clients in your first year.

Collaboration: Work closely with the business development team to achieve individual and company targets, including organizing prospect events and leading campaigns.

Ambassador: Represent ABA in public settings, including to present research content.

Market Research: Stay informed about industry trends, competitor activities, and market developments to identify opportunities for growth.

Sales Reporting: Maintain accurate records of sales activities, client interactions, and sales metrics.

Qualifications:

- Significant experience with client or partner facing roles, preferably in the US cultural sector. Candidates from outside the cultural sector are also invited to apply.
- A genuine passion for the cultural sector and an understanding of its unique challenges and opportunities.
- Exceptional communication and interpersonal skills.
- A demonstrated drive to achieve individual goals and collective success.
- A demonstrated ability to negotiate and secure partnerships.
- A demonstrated ability to work independently and as part of a team.
- Excellent organizational and time management skills.
- Proficient in using CRM software.
- Must be eligible to work in the United States.

Benefits:

- Competitive salary (base + incentives). Target total compensation package: $110,000 to $125,000.
- Comprehensive benefits package including health, dental, vision and life insurance.
- 401(k) retirement plan.
- A collaborative and dynamic work environment.
- The opportunity to make a meaningful impact in the cultural sector.
- Fully remote work environment.

If you are a results-driven individual with a passion for helping the cultural sector thrive, we encourage you to apply for the Senior Director, Business Development position at ABA.

To apply, please submit your resume and cover letter to careers@advisoryarts.com.

Advisory Board for the Arts is an Equal Opportunity Employer. It is ABA’s policy to provide equal employment opportunities to all applicants and employees without regard to race, color, creed, religion, sex, sexual orientation, gender identity, marital status, citizenship status, age, national origin, ancestry, disability, veteran status, or any other legally protected status.