

Ref: 949 BDM

Position Type:

Business Development Manager

Company Overview:

International Consulting Services LLC (ICS) is a management consulting firm based in Richmond, Virginia with an extensive background in organizational management and development. ICS assists its clients in navigating the challenges associated with the efficient and effective operation of an organization. Starting with Strategic Planning to identify the overall direction for the organization, we then help our clients with I.T. Investment Management to align expensive I.T. resources and investments with their strategic direction. Then, through the application of project management, we help minimize the risk of those I.T. investments and any other projects across the organization. Quality Management is employed at an I.T., programmatic and project management level to standardize processes and procedures and ensure the quality of products and deliverables. Finally, Business Continuity Planning prepares the organization and its staff to be able to respond appropriately to any form of interruption to normal business operations.

ICS was formed in May 2005. It has a client base that consists predominantly of government and quasi-public sector entities and also includes higher education and the private sector. Since its inception, ICS has experienced a steady and sustained growth both in revenues and client-base which it attributes to the high quality of service and the professionalism of its consultants.

Assignment/Scope of Work:

The Business Development Manager will work closely with the senior Business Development Manager on all aspects of business development and employee/consultant recruitment. The Business Development Manager's role and responsibilities include but may not be limited to:

- Recruit, which includes: identifying and interviewing potential employees/consultants
- Hire new employees/consultants for staff augmentation roles and client projects
- Communicate and work with external partners
- Expand business development network
- Assist in maintaining current employee/consultant base
- Assist in maintaining current client base
- Administrative activities including but not limited to: creating job postings, website maintenance, oversee new hire onboarding process, manage consultants' time reporting, draft employment agreements, new hire staff augmentation submissions
- Assist the senior Business Development Manager with new business, administrative, and client/consultant activities
- Additional responsibilities, as assigned

Experience/Background:

The Business Development Manager should have experience and a background in sales, and/or business development, with skills that include but are not limited to:

- Experience at recruiting and interviewing employees/consultants
- Experience and comfortability in networking and outreach calls to resources and partners
- Experience with business development in a governmental environment
- Experience with identifying and documenting client requirements

- Strong interpersonal skills including collaborating and team building
- Strong verbal/written communication skills with the demonstrated ability to simplify and communicate complex issues to multiple audiences
- Ability to work with clients, understand their business practices, and manage their expectations
- Ability to work independently
- Background in or familiarity with the Information Technology (IT) industry
- Background in or familiarity with Information Technology (IT) organizational governance
- Self-motivated and enthusiastic

Compensation and Benefits:

- Salary-based, negotiable
- Flexible hours
- Home office-based
- Healthcare insurance options available

Location:

Remote/Richmond, VA

Criminal Background Check:

This position requires a criminal history background check.

Contact Information:

If you are interested in this position, please contact:

Christina Stauffer, Business Development Manager

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