



Business Development Leader - Job Description / Essential Functions

SUMMARY OF MAJOR FUNCTIONS:

Baptist Leadership Group (owned by Baptist Health Care, a Baldrige-winning healthcare system widely recognized as the pioneer in service excellence) is a healthcare consulting and professional services firm. We are dedicated to helping hospitals and healthcare organizations improve levels of organizational performance, including patient satisfaction, clinical quality and safety, leader/staff productivity, and financial excellence.

Baptist Leadership Group (BLG) is seeking to recruit a Business Development Leader, who will help grow our practice so we can serve a larger client base, enabling us to make a greater difference in healthcare. To help fulfill our mission, the Business Development (BD) Leader is tasked with identifying prospective client organizations, and developing custom consulting solutions that will significantly improve their performance. In addition to creating solutions and selling client engagements, this role will also play an integral part in new-client orientation, including determination of client scorecard metrics that will measure their (and our) success.

This role requires an experienced consulting sales professional, with significant healthcare experience. We sell to CEO's, CFO's and other senior leaders, so the BD Leader must be quite familiar with healthcare policy issues, hospital operations, and typical healthcare leadership challenges.

MAJOR DUTIES AND RESPONSIBILITIES

- Manage all aspects of the business development process, including identification of opportunities for us to partner with, and serve, healthcare organizations, development of custom, client-specific solutions, and completion of the consulting engagement contracting process.
- Lead new client on-boarding and orientation, including establishment of specific client performance measures.
- Work with Baptist Leadership Group (BLG) coaches, to ensure that we are exceeding client expectations, and also identifying new opportunities to improve client performance.
- Coordinate with other BLG leaders/staff, regarding development of tools and curriculum, and also client-based outcomes research that validates the quality of our work.
- Help grow other areas of our practice, including our conference department and speakers' bureau.

QUALIFICATIONS FOR JOB

- This key position requires a significant level of BD experience, specific to healthcare consulting. Extensive healthcare sales experience is a must.
- It is preferable, though not required, that the ideal candidate also has a background in healthcare, such as employment for a hospital.
- A Bachelors degree is required.
- Proficiency in the Microsoft Office software, including Excel and PowerPoint.
- Skilled at communication, critical thinking, initiative, and relationship management.
- Willingness to take a drug test. Also, you must be legally authorized to work in the United States.
- Demonstrates the agility to adapt to a collaborative, team-based approach.
- Ability to travel to other organizations as required, based on the needs of the job.

COMPENSATION

- Compensation will be combination base salary plus commission. The potential for commission-based incentive compensation is significant.
- A competitive benefits package will be provided.

EMPLOYEES SUPERVISED: None

REPORTS TO: COO

Please submit Resume to Scott Davis: ScottD@bhclg.com