

**Business Development Director: Chicago, Illinois - USA**

Are you smart, driven and keen to make a difference?

Join a dynamic team that’s growing a regional economy by building relationships with the fastest growing companies in Chicago and the mid-West. As the economic development agency for the government of Northern Ireland, Invest Northern Ireland (‘Invest NI’) is driving the transformation of the region into an innovative, competitive and knowledge-based economy.

We’re looking for someone who wants to make a difference, has a passion for what makes companies tick, and is excited to work with the some of the most innovative & high-growth companies in the world.

As our Business Development Director, you will be the front face of Invest NI throughout the mid-West, speaking to fast growing firms and FTN500’s to help us meet our Foreign Direct Investment goals. You will be expected to lead on our sponsored events, be the main point of contact for companies assessing Northern Ireland and effectively present our proposition to customers and stakeholders alike. Ultimately you will deliver investment into Northern Ireland to create high quality jobs.

To build on our growing success, we are seeking an experienced and successful business development professional with a strong track record of identifying and closing large, complex deals from our location in Chicago. This position is a great fit for a hunter/closer with strong business acumen and a successful track record of solution selling to C–level executives. If you have knowledge of Northern Ireland and what makes us tick, that is an advantage.

If this sounds like your kind of opportunity, send us a Résumé AND A COVER LETTER to usrecruitment@investni.com (we need to get to know you a bit and we can’t get a sense of your personality and your talents from a bunch of bullet points and from clicking “apply” on an app).

**The Role & Responsibilities**

You will work with US companies to assist them to invest in Northern Ireland by providing them with compelling and innovative business propositions.

US Business Development Directors are expected to build strong, positive, enduring client relationships with C-Level executives and understand the decision making process at each opportunity, leveraging these relationships to close deals. They must also ensure that our clients receive the highest level of sales and operational customer service.

In addition to securing inward investment projects, you will also work in collaboration with a dynamic international trade team of professionals responsible for promoting, advancing, and strengthening Northern Ireland trade and investment opportunities with the U.S.

You will also be responsible for forging links with business communities, UK government departments, Diaspora and Influencers in North America, promoting the Northern Ireland brand.

Each Business Development Director is responsible for delivering specific targets that contribute to the overall team and divisional plan.

**Essential Criteria:**

1. A Bachelor’s Degree level qualification or equivalent in a relevant field;
2. A proven track record of successfully delivering against ambitious sales targets with experience in selling complex sales solutions;
3. Recent experience of account planning and defining sales generation strategies for target markets, including experience of prospecting to generate leads;
4. Significant recent experience in developing relationships with clients, stakeholders and influencers at C level;
5. Ability to spot opportunity and how Northern Ireland can be a fit for a company’s international growth ambition
6. An understanding of UK and US business drivers, competitive edge and the business environment in Northern Ireland;
7. The capacity to rapidly assimilate the key drivers in business sub sectors and to changes in the international business environment;
8. Clear motivation and personal commitment to meeting challenging targets with a demonstrable track record of achievement;
9. Strong interpersonal skills, with the ability to work efficiently and independently as part of a remote team towards shared goals with a commitment to working with shared leadership and in cross-functional teams;
10. Strong written and oral communication skills; including demonstrated experience of providing strategic advice, briefings and written reports to management resulting in the ability to influence others and present with a high degree of comfort and credibility.

As a Business Development Director you must demonstrate a strong ability to think innovatively around program delivery and work independently, but also deliver results within a team environment in a proactive accountable manner.

You must be a self-starter with a measurable ability to multi-task and adapt to changing situations. You should be confident, driven, ambitious and passionate about Northern Ireland

**Please note: Recent experience is defined as being in the last eight years.**

***Note: You must possess a clean driving license and ability to undertake regular travel throughout the US. In addition you will be required to travel to Northern Ireland as required.***

**To Apply**

**Invest NI will shortlist for this position based on criteria 1 through 4 detailed above.**

Your CV / Résumé must clearly demonstrate your experience and methodology for undertaking this role by providing clear evidence of how you meet the above requirements. Invest NI will not make assumptions from the title of the applicant’s post or the nature of the organization as to the skills and experience gained or the methodology you propose to use in the delivery of this role.

**Salary is $125,670**

**Benefits include 401K, Health Insurance & 20 Days PTO**

To attract and motivate high quality and qualified applicants, the salary for this post is highly competitive. United States terms and conditions of employment will apply to the post holder. Pre-existing legal status to live and work in the US is required.

If you are interested in this exciting and rewarding opportunity, please submit your CV / Résumé and cover letter in a .doc (Word) file format to [usrecruitment@investni.com](mailto:usrecruitment@investni.com) no later than 4PM CST (5 pm EST) on 21st June 2021.

Late applications will not be considered. References will be required before appointment.

Invest NI is an Equal Opportunities Employer.