Business Development Executive

Position Overview

Are you ready to make a name for yourself in the property assessment industry? Farragut seeks a highly motivated and dynamic Business Development Executive to drive growth and create opportunities in the rapidly evolving property assessment market.

As Business Development Executive, you will introduce innovative products that will change the way property is assessed. You will have the opportunity to showcase your skills, creativity, and intelligence while fostering strong relationships and driving strategic initiatives to achieve ambitious goals.

If you are resourceful, relentless, empathetic, and ready to take on a challenge, this is the perfect opportunity for you. Seize this opportunity to elevate your career and make your mark on the national stage!

Full Potential Ahead!

Responsibilities

The Business Development Executive be responsible for developing and executing business strategies, identifying potential clients, and building long-term partnerships that align with our company vision. Your exceptional problem-solving skills, adaptability, and ability to connect with diverse stakeholders will be critical to your success.

The Business Development Executive will also be responsibilities also include:

- Proactively identify, pursue, and secure new business opportunities through market research, networking, and strategic outreach
- Develop and maintain strong trust-based relationships with clients, partners, and internal stakeholders by understanding their needs and delivering tailored solutions
- Thinking creatively to develop innovative strategies that differentiate our offerings in a competitive market
- Collaborate cross-functionally with support, sales, marketing, and product development teams to align business development efforts with overall company objectives
- Analyze market trends and competitor activity to identify areas for growth and innovation
- Relentlessly pursue revenue targets and business goals with a results-driven mindset while maintaining a consultative and empathetic approach

- Prepare and deliver compelling presentations, proposals, and negotiations to secure high-value deals
- Maintain a strong pipeline of opportunities and provide accurate forecasts and progress reports to leadership

Requirements

- Proven track record in business development, sales, ideally within Property Assessment, with a focus on achieving and exceeding targets
- Exceptional communication and interpersonal skills with a deep sense of empathy and client understanding
- Strong strategic thinking and problem-solving abilities to navigate complex business challenges
- Creativity and innovation in developing new approaches to drive business growth
- Self-motivated, adaptable, and persistent in pursuing opportunities and overcoming obstacles
- Excellent organization and time-management skills to handle multiple projects simultaneously
- Deep knowledge of the local government industry and propensity for technology
- Proficiency in CRM software, data analysis, and business intelligence tools is a plus

The Ideal Candidate will have all/some of the following characteristics:

- A bachelor's degree in business, Public Administration, or a related field, or 5-10 years of progressively responsible business and economic development program experience
- Strong working knowledge of local government and regional collaborative efforts
- Managerial experience leading a results-orientated team in a growing market is a plus

This position requires approximately one week of travel per month; a valid Driver's License is required at the time of application

Compensation & Benefits:

Farragut offers a competitive benefits package with benefits starting on your very first day of employment.

Benefits for full-time employees include:

- 20 days of paid time off + 7 paid holidays each year
- Comprehensive Medical Insurance, with FSA or HSA options
- Vision & Dental Care
- 401k Matching
- Life Insurance, including long and short-term disability coverage
- Education Assistance
- Paid Parental Leave