

DIRECTOR OF BUSINESS DEVELOPMENT

The Bermuda Business Development Agency (BDA) invites applications for the role of Director of Business Development.

The Director of Business Development (DoBD) is a full-time leadership and strategic planning role within the BDA. Working in conjunction with the CEO and leading the Business Development team, together with other members of the Management team, to propose and co-ordinate agreed strategies for the development of the agency.

Main responsibilities

- Leadership and management of the business development and support teams, fostering a team-based culture, ensuring positive interactions with other teams within BDA and with BDA Stakeholders, Partners and other external partners.
- In agreement with the CEO, create and implement business development plans to facilitate the growth of Bermuda's economy.
- Working with Business Development Managers to agree positioning strategies for their Industries.
- Through the in-depth understanding of the Bermuda economy and in collaboration with industry working groups, identify new opportunities for economic growth across key industry sectors.
- Identification of competitive threats to the underlying base of Bermuda's economy and propose appropriate action.
- Monitor and manage the performance of Business Development Managers while leading by example to deliver the agency's organizational mission and strategy.
- Responsible for his/her own work planning against objectives set in agreement with the CEO.
- Deputize for the CEO as required.
- Working with Finance Manager, review & agree effective financial management of allocated budgets.
- Provide monthly financial results, forecasts and other KPIs.
- Ensure that the skills and experience of BD teams are consistent with technical and business needs for providing quality in present and future engagements/activities.
- Encourage staff to represent BDA locally and externally with partners and stakeholders to continuously grow the reputation of the BDA.
- Within the BDA policies and procedures, establish clear engagement structures for the externally facing activities, including the responsibilities and accountabilities of individuals.
- Establish clear organizational structures and succession plans aligned with appropriate responsibilities, accountabilities, and personal development for all staff within the team in line with anticipated growth.
- Provide support for all staff in keeping with the BDA Values.
- Undertake additional tasks and responsibilities as may be reasonably expected of the role and as necessary to achieve the objectives of the BDA and its goals.

Qualifications/Experience:

- Masters or bachelor's degree in Business, Finance or related field.
- Minimum 10 years' experience in a leadership role.
- Experience in account management and support.
- Demonstrate a capacity to lead and develop initiatives within a strategic framework.
- Excellent communication and presentation skills at all levels including presenting information at Board level.
- Ability to deal with varied tasks and to work under pressure to meet deadlines and targets.

If you are interested in joining our dynamic and dedicated team, you are invited to apply by sending your resumé and cover letter to **resumes@bda.bm**

Closing Date: Monday, May 3, 2021

The BDA encourages direct investment and helps international companies start up, relocate, or expand their business in Bermuda. An independent, public-private organisation, we connect prospective business to industry professionals, regulatory authorities and government officials to facilitate domicile decisions.

We are an equal opportunity employer that respects the fundamental rights and freedoms of every person, regardless of race, origin, politics, religion, age or sex. We embrace an open, inclusive, and respectful workplace.

Bermuda Business Development Agency
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