



## Goose Creek Consulting

<b>Job Title:</b>	Business Development Specialist	<b>Job Category:</b>	Professional
<b>Department/Group:</b>	Business Development	<b>Job Code/ Req#:</b>	BD-9012
<b>Location:</b>	Centeville, Virginia	<b>Travel Required:</b>	Yes
<b>Level/Salary Range:</b>	Comseurate with experience	<b>Position Type:</b>	Contract-Commission
<b>HR Contact:</b>	Human Resources	<b>Date posted:</b>	Rolling
<b>Will Train Applicant(s):</b>	No	<b>Posting Expires:</b>	Indefinite
<b>External posting URL:</b>	www.goosecreekconsulting.com/careers-goosecreek.htm		
<b>Internal posting URL:</b>	n/a		
<b>Applications Accepted By:</b>			
<b>Fax or E-mail:</b> (703) 825-7968 or <a href="mailto:careers@goosecreekconsulting.com">careers@goosecreekconsulting.com</a> <b>Subject Line:</b> <b>Attention:</b> [Recruiting or HR Department RE: Job Code/Req# and Title]		<b>Mail:</b> Jill Smith Administration and Human Resources 5675 Stone Road, Suite 230 Centreville, VA 20120	
<b>Job Description</b>			
<b>Job Purpose:</b> Builds market position by locating, developing, defining, negotiating, and closing business relationships.			
<b>Duties:</b> <ul style="list-style-type: none"> <li>• Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.</li> <li>• Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.</li> <li>• Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.</li> <li>• Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.</li> <li>• Protects organization's value by keeping information confidential.</li> <li>• Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.</li> <li>• Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.</li> </ul>			
<b>Skills/Qualifications:</b> <ul style="list-style-type: none"> <li>• Capture and Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer</li> </ul>			

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Needs, Government Sales Experience, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism			
Reviewed By:	HR&ADM	Date:	10/21/2011
Approved By:	MP	Date:	10/21/2011
Last Updated By:	HR&ADM	Date/Time:	10/22/2011, 4:41 p.m.