



## **Director of Business Development**

Headquartered in Sudbury, Massachusetts, Bridges Together, Inc. (BT) is a nonprofit 501(c)(3) organization dedicated to empowering leaders to connect generations thereby transforming lives for today and tomorrow. Our vision is that every child and older adult will experience the richness of intergenerational relationships and interdependence.

### **What We Need:**

A dynamic and kind go-getter with excellent communication skills who will be responsible for generating revenue through a variety of channels for this organization. This person will:

- Collaborate with the executive director and board to finalize and execute the business development strategy
- Research, identify, and cultivate relationships with organizations to generate earned revenue through training services, subscriptions, and sales of materials
- Foster relationships with foundations, writing grants and follow-up reports
- Develop a corporate giving program, making connections and securing sponsorships
- Manage the annual fund program
- Coordinate marketing efforts
- Attend events and represent BT
- Perform other duties as assigned

### **Things you need to have:**

- A proven track-record in the business development of a nonprofit, social entrepreneurship, social innovation or social enterprise in a niche-market
- Marketing experience, especially raising awareness about a new social issue and creating demand for services
- Ability to work in a fast-paced, dynamic environment, ambitious and nimble
- Motivated self-starter with the ability to work independently and as part of a team
- Strong interpersonal, writing and communication skills
- Significant experience with Word, PowerPoint, Excel, and content management systems
- Deep commitment to the mission of BT and an ability to compellingly represent the values of the organization externally

### **If you are the right fit...**

If you truly think this might be the right fit and that you want to make a real difference in this organization, please send your resume and a cover letter to [Resume@BridgesTogether.org](mailto:Resume@BridgesTogether.org). Please include the job position in the subject line. Salary is commensurate with professional experience.