

POSITION DESCRIPTION: DIRECTOR, BUSINESS DEVELOPMENT

Veracity Worldwide Directors principally are responsible for a business practice area and/or a geographic region. They play a central role in virtually all client-driven projects and primary firm initiatives and they assist the firm's Partners and Advisory Board in implementing all plans and strategies. Directors also manage more junior colleagues to ensure the quality of the firm's work, including writing, analysis, project methodologies, and administrative matters.

Veracity is expanding all areas of its consulting services and requires a dedicated Director to organize and manage a wide range of business development activities. This will involve close collaboration throughout the firm to respond to frequent client proposal requests, design initiatives, produce materials, and coordinate capabilities aimed at securing new business relationships and enhancing existing ones. The role will include working with partners and other senior team members on new business initiatives and occasionally assisting project teams in select client work, especially where such efforts are directly linked to business development activity.

The Business Development Director will be based in New York initially with the possibility of future international relocation. The position will work closely with colleagues in the Singapore and London offices. Key responsibilities will include:

- Managing the flow of incoming project requests on a daily basis, including scoping, coordinating, and writing proposals based on a detailed understanding of the firm's capabilities
- Working closely with the Partners and a Business Development team in sourcing, managing, and implementing new business opportunities
- Developing market and competitor analysis and effective advertising and promotional programs and accompanying processes
- Overseeing the creation and management of a Customer Relationship Management tool
- Framing and managing thought leadership initiatives
- Working with the firm's leadership in developing long-term strategic objectives of the business and directing business development activities in accordance with this strategy

Position Requirements

The successful candidate will have the following key attributes, gained through demonstrated excellence in the field of business development, preferably in a professional services or comparable corporate environment:

- Sound commercial background and previous experience in a relevant business development role
- Highly developed project and time management skills
- An understanding of business and management principles
- The ability to work collaboratively throughout a small firm environment
- The ability to work in a high-pressure environment
- Strong organizational and interpersonal skills, including the ability to manage through influence
- Superior writing and analytical capabilities
- Extensive skills in interfacing with clients
- Experience in the building, growing, and servicing of a business

It is also desirable for candidates to have:

- Experience in and/or a strong understanding of the needs of a small business
- Tangible knowledge of the defense, energy, or infrastructure development sectors