



<https://www.inspirecare360.com/job/bdassociate/>

Business Development Associate

About Inspire Care 360

Inspire Care 360 is your childcare business partner. We are an innovative and highly experienced team of professionals dedicated to providing the very best support for childcare and early education business owners. Our team of experts has worked in the field for over a decade, and we have built a reputation for providing top-quality childcare business solutions.

Employment Type

Full-time

Job Location

Remote work possible

Working Hours

8:30 AM EST to 5:30 PM EST

Company culture is essential for inspiring and engaging our employees. We strive to create a workplace that is welcoming, supportive, and encourages open communication. We believe that everyone should be respected and valued for their unique contributions, and we strive to foster an environment of mutual respect and trust. We are committed to creating a culture of learning and growth by providing employees with the support they need to succeed. By creating a culture of care, we are able to recruit and retain the best talent available, while also inspiring our employees to reach their full potential.

Thank you for considering Inspire Care 360 as your next career opportunity.

Description

We are looking for an experienced Business Development professional to join our team at Inspire Care 360. The ideal candidate will have a creative and entrepreneurial mindset and be passionate about developing new business opportunities.

The primary responsibility of this role is to identify and pursue new business opportunities for our company. This will include researching potential clientele and markets, as well as developing strategies to promote our services and products. The successful candidate will also be responsible for developing relationships with key stakeholders, maintaining up-to-date knowledge of industry trends, and providing reports on sales.

To be successful in this role, you should have excellent communication and interpersonal skills, as well as knowledge of business development methods and best practices. Additionally, you should have the ability to think strategically and analytically.

Responsibilities

- Identify and pursue new business opportunities
- Research potential clients and markets
- Develop strategies to promote our services and products
- Develop relationships with key stakeholders
- Monitor industry trends
- Provide reports on sales and marketing activities

Qualifications

- Bachelor's degree in Business Administration, Marketing, or related field
- Proven experience in business development
- Knowledge of business development methods and best practices
- Excellent communication and interpersonal skills
- Ability to think strategically and analytically

Job Benefits

- 401k
- Childcare
- Dental Insurance
- Health Insurance
- Holidays
- Vacation
- Virtual / Telemedicine, PTO, Flexible work environment