



## Director of Business Development– Defense Sector

As the Director of Business Development, you will support business development, partnership strategy and implementation of GeoPoll’s business with the United States Department of Defense and any other agencies that need accurate, up-to-date on the ground information in countries throughout Africa and Asia. You will be part of a team that is passionately committed to expanding past our current clients, which include USAID, DFID, MCC, World Bank, the United Nations as well as Coca-Cola, P&G, Unilever and the MTN Group.

In this role you will develop the blueprint to guide GeoPoll’s business development efforts. With the support of your team, you will identify business/sales opportunities and lead partnerships from inception through full execution out of our Washington, DC office. You will expand and cultivate relationships with a wide variety of partners, developing strategies and approaches and negotiating technical roles and budgets. You enjoy working in the fast-paced environment of proposal development ranging from writing concept notes and drafting corporate capabilities statements to developing detailed budgets and cost estimates. Additionally, you excel in a team-oriented environment that includes working on projects in parallel, and a flexibility to work on special projects when needed. You are a self-starter who is excited to work in a start-up environment.

### *Responsibilities*

- **Drive business development strategy.** You will develop the blueprint to guide GeoPoll’s business development efforts in the Defense sector. With the assistance of your team, you will track funding opportunities from government agencies, foundations, research institutions, universities and other key actors. You will develop and track the business development goal for this division, including developing financial projections and fulfilling reporting needs.
- **Develop and maintain strategic partnerships and sales.** You will proactively lead partnership efforts, strategic positioning, and negotiate teaming agreements in order to ensure client retention and client expansion. You will lead direct sales with clients, preparing and successfully closing proposals and pricing agreements.
- **Raise awareness about GeoPoll.** You will serve as the primary advocate for GeoPoll’s services among government entities, and implementing partners. You will identify strategic speaking opportunities and represent GeoPoll at international development forums and conferences. Working collaboratively with GeoPoll’s marketing team, you will identify opportunities to strengthen GeoPoll’s brand across written, social media, and in-person collateral.
- **Identify and promote alignment across organization.** You will work closely with other teams within GeoPoll—including executive, finance, operations, and project management—to promote collaboration in support of the Defense sector’s revenue and long-term growth.

### *Qualifications*

- Proven track record of success winning Defense sector work; at least 7 years of relevant experience preferred
- Large personal rolodex of relevant contacts
- Deep understanding of industry trends and client needs
- Deep understanding of compliance, cost, and procurement issues
- Dynamic interpersonal skills and ability to interact with all levels of management
- Ability to perform in a fast-paced, deadline-oriented environment and successfully execute many complex tasks simultaneously
- Excellent organizational and communication skills
- In-depth experience using Microsoft Office products that include MS Word, PowerPoint and Excel
- MA/MS degree in Business, International Relations, or related field



**About GeoPoll and Mobile Accord**

GeoPoll is the world's largest real-time mobile survey platform, reaching a growing network of more than 320 million users in 30 countries worldwide on a deeply granular level and at unprecedented scale. Through partnerships with telecom providers and a multimodal platform powered by text, voice and web-based communications, GeoPoll enables companies and organizations to gather quick, accurate and in-depth insights on anything from consumer preferences to election transparency and access to basic government services. GeoPoll is powered by U.S. small business Mobile Accord, the creators of the mGive mobile donation platform and experts in powering mobile insights across the globe.

To apply please email a cover letter and resume to [jobs@geopoll.com](mailto:jobs@geopoll.com) with the job title in the subject line.