

JOB DESCRIPTION: MANAGER OF BUSINESS DEVELOPMENT



ArgoFund (www.argofund.com) requires a new Manager of Business Development to lead and oversee the development and growth of profitable new business relationships and to develop and maintain effective key client relationships. This position will be responsible for all aspects of managing and motivating the Business Development Team. This position will also ensure business growth through designing, directing and managing business development activities to ensure these are delivered in accordance with the organizational strategy.

- **Responsible to:** Chief Executive Officer
- **External relationships:** Banks, Loan Funds, Small and Medium Size Businesses, and Business Organizations
- **Internal relationships:** The Business Development Team, Directors, Senior Management, Account Management Team, SEO team, Marketing, Finance and Administration
- **Salary:** Negotiable
- **Hours:** Negotiable
- **Location:** New York City, NY

Key Responsibilities and Accountabilities

- Develop, review, and report on the business development division's strategy, ensuring the strategic objectives are well understood and executed by the team
- Support the overall process of management and corporate decision-making to ensure the organization maximizes its short, medium and long-term profitability and shareholder returns
- Liaise with other executive heads on the implementation of the company's strategic and operational plans
- Contribute to the development and refinement of Company's vision and strategy

Management of the Overall Business Development Function Including

- Ensure that strategic and tactical management decisions and new business development efforts get results and drive the profitability of the company.
- Develop and lead the Business Development team in sourcing, managing and implementing new business opportunities.
- Represent the company in public as a senior officer, reflecting positively on the mission, effectiveness, and value of the company to its customers and stakeholders
- Present a budget for board approval and prudently manage resources within those guidelines according to company policy and within ethical corporate governance guidelines
- Conduct competitor and market analysis
- Contribute to brand equity through the various marketing channels
- Maintain and develop organizational culture, values and reputation in its markets and with all staff, customers, suppliers, partners and regulatory/official bodies

People Management

- Build and lead an effective and cohesive management team
- Consciously work on self development and continuing personal development
- Write and maintained business development policies and procedures

Basic Areas of Knowledge and Skills

- Good project and time management skills
- Knowledge of business and management principles
- Strong analytical skills
- Organizational skills
- Leadership skills
- Ability to work collaboratively in a startup environment
- Strong entrepreneurial attitude

Company's Mission

“Enhance local opportunities for economic self determination by forging new partnerships between small businesses and community lenders”

ArgoFund’s founders have committed to create products and services for the financial sector in a fair, transparent and caring working environment. We will help our employees achieve their full professional potential by supporting their continued professional development and providing competitive compensation. We aim to make each employee a partner and, through our transparent compensation structure, allow them to manage their own economic success. We have committed to share the success of ArgoFund through our competitive stock option plan which aligns employee output and the company’s performance.

The Company

ArgoFund is a startup company in the community bank lending sector. ArgoFund recognizes the importance of local financial institutions that invest in underserved areas and are the cornerstones of their communities. ArgoFund partners nationwide with community banks to help them compete more efficiently with larger institutions by providing essential tools for the origination, underwriting and management of business loans through its lending marketplace platform. ArgoFund also partners with local economic development organizations and small business owners by providing information, education and tools to help create stronger small businesses with strong credit capabilities.

How To Apply For This Position

Send a current resume and contact information to erick.pereda@argofund.com