



Career Opportunity

Director, Business Development

ABOUT THE GOBEL GROUP

Gobel Group is the leading consulting firm working exclusively in healthcare philanthropy. No firm works with more hospitals, has more healthcare philanthropy consultants, has as much collective experience, provides as much innovative solutions or delivers as much return on investment. We believe healthcare philanthropy is different than other non-profit fundraising sectors. It is why healthcare is all we do.

Gobel offer clients the most comprehensive solution for building a robust healthcare philanthropy program -- from data analytics and data science; to program, campaign and organizational reviews and assessments; to grateful patient and campaign planning and management; and to database, operations and philanthropy services. We also provide clients with primary and secondary research, along with peer analysis and benchmarking.

More information on the Gobel Group can be found on our website at www.gobelgroup.com.

WHAT WE BELIEVE

Gratitude - Not Wealth - Motivates Giving. When a patient or family gives back, it's not a financial transaction as most hospital employees would believe; rather, it's a transformational experience for the patient and family who are inspired by the care and compassion clinicians have provided. As a result, patients and families are grateful. It's this gratitude - not an individual's wealth - that motivates philanthropy.

Giving Promotes Healing. Giving is a natural extension of the clinical experience. After years of research, Gobel Group has identified clinical studies that demonstrate the relationship between giving and healing, and the consequences to patients when they are denied the opportunity to give back. Gobel Group shows clinicians they have a responsibility as healers to be involved in the philanthropic process. For more information, please download our *Healing Power of Philanthropy* white paper from our website.

Clinicians are Key. Donors don't give because of hospitals or clinical programs. Donors give to honor the individuals who were instrumental in their care. Grateful patients represent a significant and untapped potential for every clinical program. By building meaningful partnerships with clinicians, philanthropy offices can maximize their results.

About the Role

Working closely with other members of the Gobel Group, the Director of Business Development will build a pipeline of qualified prospective clients and close new business for the firm.

Duties may include:

- Build a portfolio and actively manage 200 qualified prospective clients.
- With qualified prospects, cultivate relationship with prospective clients, demonstrating the value of our work. Conduct needs assessment to identify areas of potential interest.
- Prepare and submit 50 or more proposals for work with potential clients.
- Close at least 25 contracts and generate \$2.5 million or more in new business.
- Meet regularly with the CEO and others to review prospect pipelines to update projections.
- Represent Gobel by attending and exhibiting at conferences.
- Work directly with Principal Consultants to identify leads and referrals from their current clients.
- Maintaining menu of services with updated pricing.

Specific expectations include:

- Manage a portfolio of 200 prospective clients.
- Make 50 “moves” each month on your prospective clients.
- Make 50 solicitations and close 25 new contracts annually.
- Generate \$2.5 million in new contract revenue.

The position will report to the CEO initially but will eventually report to the future Chief Revenue Officer. Four additional Business Development Directors will be hired. Each Director will manage a region of the country.

Requirements

The Director of Business Development should have five or more years of experience in non-profit sales or healthcare philanthropy. The successful candidate will have the ability to work well in a team environment as well as independently to secure new business. The successful candidate must be sales driven, organized, adept at problem solving and have a bachelor's degree or higher.

This position requires occasional travel and to be onsite with prospective clients, generally independently, and at times alongside other members of the Gobel Group. Travel should not exceed 40 percent of the position's time and will generally be day trips or one overnight for a two-day trip.

The base salary is \$100,000, if commensurate with past experiences, and a commission on new sales, which should result in \$100,000 or more, if meeting revenue goals. Gobel also offers the opportunity to earn additional compensation with incentives. In addition, Gobel Group offers full benefit and retirement programs.

To apply, please send resume, cover letter, and salary history to Chad@gobelgroup.com