

Business Development Manager

The Kentucky Council of Area Development Districts has a contract opportunity for a Business Development Manager.

The KCADD is a statewide alliance of the 15 Area Development Districts (ADDs). The KCADD serves to strengthen Kentucky's ADDs, enhance regional economic prosperity, and improve the consistency and quality of ADD programs to ensure they add value to the Commonwealth, regional, and local initiatives. For over 40 years, the ADDs have been a catalyst of change in almost all aspects of life throughout the Commonwealth and in its individual regions. By working in concert with federal and state officials, and the Commonwealth's local government shareholders, and its private and nonprofit sector partners, ADDs and KCADD have worked with the sole intent of serving Kentuckians.

This position is a Personal Service Contract with the Kentucky Council of Area Development Districts (KCADD). Duties will include raising revenue and expanding business opportunities that allow the Area Agencies on Aging (housed within Kentucky's 15 Area Development Districts) to achieve and sustain our mission. These goals shall be achieved by creating and executing an ethical business strategy to expand existing funding relationships and identify and secure opportunities with new business partners such as integrated health systems, managed care organizations and large employers through grants, business service contracts and/or private-pay services.

The qualified Business Development Manager shall meet the following qualifications:

- Bachelor's degree required in Business Management, Public Administration, Nonprofit Management or other related field or substantial commensurate experience in similar roles in this field.
- Minimum of three years of fundraising/development experience in the health care, human services, aging, disability or managed care field.
- Demonstrated success leading business strategy development, business-to-business partnering and organizational fundraising in the fields of social services, health care, aging, or disability.
- Additional qualifications are detailed in the job description which can be obtained by emailing Tony Wilder at twilder@kcadd.org.

Pre-requisite job training and personal transportation is required by the KCADD to carry out contract functions. Excellent communication, organizational, and computer skills are a must. Interested applicants should submit a letter of interest and resume to Tony Wilder, Executive Director, Kentucky Council of Area Development Districts, 501 Capital Avenue, Frankfort, KY 40601. It is preferred that materials be sent electronically to Mr. Wilder at twilder@kcadd.org. Deadline for submission is 4:30 PM Eastern Time, December 31, 2018. Website: www.kcadd.org.