



Job Title:	Director of State Business Development at r4	Job Category:	Director
Location:	Lawton, OK	Travel Required:	Up to 40% of the time
Level/Salary Range:	Negotiable	Position Type:	Full-Time
Date Posted:	12/01/2023	Posting Expires	TBD
Applications Sent To:			
Director of State Business Development - DPRA Incorporated - Career Page (applytojob.com)			
Job Description			
<p>Helping our clients achieve their goals starts with attracting and obtaining top talent! We look for highly innovative and bright individuals; give them the tools they need, then give them the freedom to do what they do best. We empower our employees to make the best of their opportunities in a rewarding and challenging environment.</p> <p>We have a passion for excellence! Our employees thrive on making a difference and generating results for our clients in a flexible environment that offers support and camaraderie. No matter where you are located, DPRA offers learning opportunities and a flexible work style to help our staff manage responsibilities and add balance to their lives.</p> <p>Along with a flexible workplace, DPRA offers a Total Rewards program that provides its employees with not only a competitive salary, but also covers a wide variety of benefits and programs. If you are looking for a challenging position in an innovative company, then this is the position for you.</p> <p>Currently, DPRA is searching for a Director of State Business Development in r4's FISTA AI Center of Excellence (FACE) at FISTA Park in Lawton, Oklahoma. This full-time position will be responsible for improving r4's market position and achieving financial growth – focused on Workforce Development/Talent Management programs at the State level.</p> <p>We are seeking someone with an entrepreneurial spirit and passion for sales, who takes a hands-on approach to building business opportunities with a proven track record of success. The incumbent defines long-term organizational strategic goals, builds strategic customer relationships, leads in the development of new business opportunities, negotiates, and closes business deals, and maintains extensive knowledge of current market conditions. The Business Development Manager works closely with the CEO, the COO, and other managers to increase sales opportunities and thereby maximize revenue for r4. The Business Director-State will find potential new customers, present to them, and ultimately convert them into clients, and continue to grow business in the future. This position is at the r4 Center of Excellence, and the employee will be hired and administered through r4's integration partner – DPRA Incorporated.</p> <p>Essential Job Duties and Functions:</p> <ul style="list-style-type: none"> Effectively manage complex contracts negotiations and close new business deals with State and local governments, and other potential customers. Develop and maintain a robust deal pipeline toward targeted entities to continuously grow the business and generate sales. Prepare and present powerful, persuasive sales presentations that effectively demonstrate the value proposition of R4's products. Manage existing clients, ensuring they stay satisfied and positive. Work preliminary coordination with other partnering firms and consultants to build teams and target additional clients. <p>Basic Qualifications:</p> <ul style="list-style-type: none"> Bachelor's Degree, Business, Finance, or other related field, or equivalent work experience required. Previous workforce development, economic development, or advanced analytics service highly preferred. Knowledge about national and state workforce and economic systems landscape a must. 			

- Ability to work independently with little to no supervision and be a self-starter is required. Strong and consistent follow-through on initiatives required.
- Knowledge of the structure and functions of State Governments required. Experience working with state governments is a plus.
- Ability to network and create positive interactions and opportunities a must.
- Previous sales and or marketing experience preferred.
- The aptitude to think quickly and come up with effective solutions
- Computer skills and knowledge required. Previous experience working with MS Office, mainly MS Outlook, Excel, Word and PowerPoint, highly preferred.
- Fluency in AI/Machine Learning, database systems, and data science/applications.
- Preferred background in software development or familiarity with Python, SQL, SAS, VBA, JAVA, AWS, GCP, Azure and other AI/ML technologies.
- Excellent oral and written communication skills. The ability to effectively plan and organize appointments and meet deadlines is required.
- Experience in proposal writing and putting together effective presentation is highly preferred
- Travel required – up to 40% of the time.

DPRA is an EOE – Females/Minorities/Protected Veterans/Individuals with Disabilities