



Position: Director of Business Development and Partnerships
Location: Remote with travel
Reports to: Chief Strategy and Innovation Officer

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About SBP

SBP, a social impact organization focused on disaster resilience and recovery, **solves the challenges facing** SBP is a national disaster recovery and resilience organization that ensures under-resourced disaster survivors and communities of color access a predictable and equitable recovery. We accomplish this goal by:

Preparing individuals, communities, and organizations ahead of disasters to mitigate vulnerabilities

Shaping the disaster sector's systems, policies, and programs

Building resilient communities

By taking this holistic approach, SBP shrinks the time between disaster and recovery, securing a brighter future for those impacted by disasters.

Position Summary

HUD has allocated several billion dollars to a dozen or so state and local governments. Over the next 12-18 months, these state and local governments are going to hire contractors to write action plans and implement recovery programs.

To optimize and expand SBP's strategic impact and participation in these programs SBP seeks a Director of Advisory Partnerships and Procurements who will lead SBP's efforts to identify new business opportunities via partnerships, teaming agreements, competitive procurements and more. The Director's role will not be limited to CDBG-DR related procurements, but recent HUD action is driving the creations of this position to improve SBP's strategic position ahead of state/local action.

Responsibilities

- Develop, track, and monitor all available and relevant procurement opportunities
- Work with SBP leadership to determine ideal approaches to competitive opportunities
- Develop and maintain a network of government and industry partners in our space to explore opportunities for SBP to add value in more places
- Develop and deliver contract and partnership opportunities to exceed SBP Advise profit target of \$300k in 2022
- Own the SBP Advise team goal of converting 10% of LPC attendees into contracts that improve the performance of attendees' programs
- Own SBP Advise team scorecard objective of 5-7 contracts per year, growing in future years
- Help SBP Advise team to create, market, and sell solutions that improve the performance of grantees: advisory solutions, additional training products, other priorities as determined by organizational and division priorities
- Directly support the execution of Leader Practitioner Courses, assessments, and technical assistance for SBP government partners
- Support the execution of existing and ongoing contract work

Requirements

- Four-year university degree or equivalent combination of education and experience

- Documented experience with or working knowledge of FEMA and/or HUD -provided disaster response and recovery funding, programs, and capabilities
- Able to engage in a degree of travel for work
- A risk-taker who seeks data and input from others to foresee possible threats or unintended circumstances from decisions; someone who takes smart risks
- Project management skills: ability to multitask, problem-solve, prioritize, delegate, and create systems and processes
- Solid relationship management skills enhancing internal organizational relations and external community interactions
- Ability to successfully prioritize when faced with requests, demands and deadlines.
- Ability to work both independently without close oversight, but also a team player who will productively engage with others at varying levels of seniority within and outside SBP
- High energy and passion for SBP's mission is essential
- Able to satisfactorily pass a Criminal History Check to include sex offender registry, State Police, and FBI
- Must be fully vaccinated against COVID-19 to CDC guidelines and able to provide vaccination documentation

SBP is building a diverse and experienced staff. The organization encourages multiple perspectives and experiences, supports a multicultural environment, and strives to hire and retain a diverse workforce that reflects the populations we work with and the communities where we work. Our hiring and business practices appreciate the strengths offered through different backgrounds.

SBP is an equal opportunity, affirmative action employer and is committed to providing access, equal opportunity and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, gender, creed, national origin, physical or mental disability, marital status, veteran status, disabled veteran status, or status as a member of any other protected group or activity.

It is the policy of SBP not to discriminate against any individual, person, or group on the basis of disability and the intent of SBP to address any complaints that may arise pursuant to Section 504.