# Business Development Director

RevelTek, an International Technical Consulting firm, is seeking a highly experienced and skilled Business Development Director to lead our Business Development team and help steer the thought leadership of this department. The ideal candidate will have a strong background in technical consulting, a deep understanding of the tech industry, and a passion for helping organizations succeed in the tech industry.

Key Responsibilities:

* Lead the Business Development team in identifying new business opportunities and generating leads
* Develop and deliver customized solutions for clients
* Create and execute strategies to increase revenue and market share
* Provide thought leadership in the field of technical consulting
* Build and maintain relationships with key clients and partners
* Use the latest AI tools to enhance work performance and analysis
* Supervise and mentor team members to help them achieve their professional goals

Qualifications:

* A bachelor's degree in a related field such as Computer Science, Engineering, or Business Administration
* 7+ years of experience in business development and technical consulting
* Strong understanding of the tech industry and trends
* Familiarity with Office 365, Agile Methodology, Six Sigma, cyber security practices, and data science.
* Experience with AWS or Microsoft Azure
* Strong problem-solving and analytical skills
* Ability to think critically and make data-driven decisions
* Strong communication, negotiation, and presentation skills
* Strong ethics and ability to lead by example

We offer a competitive salary and benefits package, and the opportunity to work with a talented and dedicated team of professionals. If you are a senior professional with a passion for the tech industry and a desire to lead a team and drive the thought leadership of a department, we would love to hear from you!