

ASCENDING TO HEALTH RESPITE CARE

MANAGER JOB DESCRIPTION

Job Title: Business Development Manager

Job Summary: The Business Development Manager is responsible for making fiscal connections at the local, state, and national level; which support the expansion of Respite, Recuperative, and Housing Services in keeping with our 5 year strategic plan.

Job Responsibilities:

1. Develop a strategy to acquire new customers (hospitals, insurance companies, healthcare organizations, ACO's, etc.) in an effort to secure sustainability in an ever changing healthcare environment.
2. Perform grant writing duties in an effort to diversify financial sponsorship that compliments current revenue streams and supports expansion of services.
3. Develop a comprehensive marketing/fundraising plan that solidifies a dedicated donor base and also strengthens ATHRC's economic future.
4. Monitor the outcomes of ATHRC business activities so that the viability of the current strategic plan is achievable.
5. Attend Homeless Healthcare Industry functions, such as association events and conferences, to provide feedback and information on evolving markets and trends.
6. Maintain connections with local, state, and national government officials that have proven to encourage financial support for homeless healthcare and respite programs.
7. Understand ATHRC's goal and purpose, and meet regularly with senior management to ensure all business activity outcomes are being optimized.
8. Develop and implement marketing communications plan to build online constituencies of support, including website management, social media development, and other on- and off-line tactics.

Job Requirements:

1. Experience in non-profit grant writing (3-5 years required).
2. Excellent communications skills required.
3. Previous business experience required.
4. Experience in developing marketing and fundraising strategies (3-5 years preferred).
5. Advanced computer skills, including PowerPoint and excel spreadsheets.

6. Self-starter and motivator, and can work independently with the mission of ATHRC as a focus for achievement.
7. Previous non-profit experience preferred.

Education Requirements:

1. Bachelors in Business Administration required (MBA desired).
2. Grant writing training (preferred).

Job Details:

1. Reports to CEO
2. Full-time/Part-time contract position

Contact: Send resume and cover letter to Ascending To Health Respite Care; 123 West Rio Grande, Colorado Springs, CO 80903 ATTN: Greg Morris

Or

Email resume and cover letter to Greg@ATHRC.com