

US Business Development Manager

Location: Remote (United States) | **Job Type:** Full-Time

About BioBuilder

BioBuilder is an international nonprofit educational organization dedicated to bringing tomorrow's science into today's classrooms. We address the growing need for STEM education – particularly in biotechnology – by providing lab-based curricula to students and training educators worldwide. By equipping high school teachers with innovative scientific and engineering curriculum, BioBuilder helps thousands of students achieve academic success each year.

About the Role

BioBuilder is seeking a **US Business Development Manager** to lead and expand our partnerships with key educational institutions across the country. Reporting directly to the Executive Director, this role will focus on building relationships with public school districts, charter and private schools, and other education-focused organizations. The ideal candidate will develop long-term partnerships, drive revenue growth, and ensure our offerings align with customer needs.

Key Responsibilities

Strategic Growth & Relationship Management

Own the full sales cycle from prospecting to closing deals, with a strong emphasis on lead generation and conversion.

- Strengthen and expand partnerships with public and private high schools and other educational institutions (30%).
- Meet sales and relationship development targets, with a focus on US charter schools and middle schools (60%).
- Identify and plan for additional strategic growth segments (10%).

Revenue & Sales Pipeline Management

Define and achieve quarterly and annual revenue goals in collaboration with leadership.

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- Independently manage the sales pipeline from prospecting to deal closure and ongoing relationship management.
 - Develop a robust pipeline of qualified opportunities and conduct industry analysis to identify key prospects.

Product Development & Sales Strategy

Develop and execute a robust sales strategy to expand BioBuilder's footprint in public, private, and charter schools.

- Work with leadership to refine BioBuilder's program offerings and pricing structure.
- Collaborate on the development of new programs and services to meet market demand.
- Create compelling sales presentations and customized proposals for prospective partners.

Sales Operations & Reporting

Maintain an active sales pipeline, leveraging CRM tools to track progress and forecast revenue.

- Provide periodic sales and performance reports to the Executive Director and Board.
- Collaborate on the development of new programs and services to meet market demand.
- Identify, cultivate, and manage relationships with key decision-makers in school districts, educational organizations, and industry partners.
- Maintain accurate records of contacts, pipeline data, revenue projections, and engagement history.

Who You Are

- **Bachelor's degree (MBA preferred) with 5+ years of sales, business development, or relationship management experience.**
- Proven track record of **developing partnerships and closing deals.**
- Strong ability to **develop and present data-driven recommendations** with financial insights.
- Experience **managing long-term projects independently** and influencing stakeholders.
- Strong business acumen in **finance, sales, product, and marketing.**
- Excellent **verbal, written, and presentation** skills.
- Proficiency in **Microsoft Office (PowerPoint & Excel).**
- **Experience in education is highly preferred.**
- Passion for **BioBuilder's educational mission.**
- Ability to travel **up to 40% regionally and nationally.**

Compensation & Application Process

- **Competitive salary**, commensurate with experience.
- **No relocation support is available.**
- Applications reviewed on a rolling basis.

To apply, please submit a cover letter outlining why you are a great fit for this role, along with a current resume, to:

✉ natalie@biobuilder.org

📌 **Subject Line:** [Your Name] – Business Development Manager

BioBuilder is an equal opportunity employer committed to workplace diversity. We encourage candidates of all backgrounds to apply.