

**INSTITUTE FOR TECHNOLOGY & BUSINESS DEVELOPMENT
BUSINESS DEVELOPMENT MANAGER
Central Connecticut State University**

PLEASE FOLLOW THE SPECIFIC APPLICATION FILING INSTRUCTIONS AT THE BOTTOM OF THIS PAGE!

Open To: The Public, State Employees, Agency Employees (pick one)
Location: Central Connecticut State University
Job Posting No: C14-002
Hours: 8 am to 5 pm
Salary: \$66,684 to \$103,720
Closing Date: October 7, 2013

The Institute of Technology & Business Development (ITBD) seeks a Business Development Manager to develop, plan and direct sales initiatives and market core business services. The Business Development Manager is responsible for sales and marketing leading to revenue generation. In conjunction with the Institute's leadership, sets goals and objectives for sales and marketing to maintain a self-supporting operating budget. Candidates are expected to be committed to multiculturalism and working with a diverse student body.

Required Qualifications: Master's degree; five years demonstrated sales success; demonstrated ability in grant writing, marketing programs, and knowledge of business management procedures; experience with budgeting and strategic planning, international business, and knowledge of the small business market; experience working with business, professional and/or civic organizations; experience with business information systems; and, experience with supervision of staff.

Preferred Qualifications: Master's degree in Business, Education, Marketing, Management or Technology; sales experience in manufacturing, industrial, financial, technical industries; experience in higher education setting; experience in teaching or curriculum development; and, experience in quality management systems.

Applications must be received by **October 7, 2013**. For more information and to apply, go to www.ccsu.edu/jobs.

Application Instructions: Interested and qualified candidates who meet the above requirements should submit a cover letter, a resume, and contact information for 3 professional references.

AN AFFIRMATIVE ACTION/EQUAL OPPORTUNITY EMPLOYER

The State of Connecticut is an equal opportunity/affirmative action employer and strongly encourages the applications of women, minorities, and persons with disabilities.