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**Application Deadline: Open Until Filled****Job Title:** Business Development Manager**Location:** Portland, OR**Position Type:** Permanent/full-time**Expected Start Date:** Summer 2021

**Who we are:** The Freshwater Trust (TFT) is a non-profit leader in watershed analysis, restoration/conservation program design, and implementation. Our team members are building tools and creating and testing new solutions that will help to create resiliency in our rivers. With a mission of preserving and restoring freshwater ecosystems, our approach is driven by science, data and results (see our [Core Values](#)).

With headquarters in Portland, OR, TFT employs 45+ team members across Oregon, Idaho, Washington and California. We currently have three physical offices in Portland, Ashland, OR and Sacramento, CA. Our team members range in background and skillset; teams include a philanthropy and fundraising team, communications team, science and analytics team, restoration team, legal team, finance team, and administrative and systems support.

**Who you are:** We are seeking an experienced business development professional to support the development of new freshwater restoration programs. These programs are a key part of achieving The Freshwater Trust's mission to increase the pace and scale of watershed conservation, and to ensure a future where clean, abundant freshwater resources support our environment, economy, and society. With support from other staff at TFT, the Business Development Manager will interact directly with regulated entities, regulatory agency personnel, regional stakeholders, agribusinesses, agricultural producers, and conservation groups to develop conservation and river restoration programs that measure and track ecological outcomes. The Business Development Manager will provide leadership and support in the development of outreach and marketing strategy and materials, communication systems, client development and management, Scopes of Work, internal work plans and operations. This position reports directly to the VP of Water, and will interface often with all departments at the organization.

**Position Responsibilities:**

- Drive the efforts in prospecting for new program development opportunities, cultivating new prospective clients and developing sales strategy.
- Partner with communications and marketing teams to develop outreach and sales assets for a variety of stakeholder groups and potential clients.
- Development and research for the preparation of informational documents relating to new opportunities, potential market sectors, and regions. Discover new leads and undertake/direct analysis of the viability and priority of new business opportunities.
- Develop and maintain relationships with clients throughout sales and active implementation of Scopes of Work.
- Create and manage systems that support work product development to ensure work product quality and client satisfaction.
- Collaborate as required in work product development, preparation, quality control, and delivery.
- Deliver public presentations and interact with clients and stakeholders while representing The Freshwater Trust at relevant conferences and events.

- Travel required for this position could be extensive, and at times travel may be expected on short notice. Travel and other work-related assignments may include weekends. Travel in 2021 has not yet begun as client offices slowly begin to open. It is expected that travel requirements would be light in 2021.

**Skills and Qualifications:**

- 8-10 years of experience in business development, sales, program development or other related positions.
- Demonstrated ability to manage proposal development, engage diverse stakeholders in an outcome-oriented process, and work well remotely.
- Strong knowledge of regulatory structures and permitting environment associated with wastewater, stormwater, groundwater, and agricultural lands management.
- Demonstrated experience securing new clients and winning contracts.
- Strong general knowledge of water quantity, quality, and conservation actions and regional agricultural practices.
- Capacity to proactively juggle multiple tasks and competing priorities within a high energy environment.
- Strong passion for The Freshwater Trust's mission and vision.
- Dynamic and highly self-motivated.
- Effective communication skills and ability to learn and use new systems and concepts.
- Minimum of a BA/BS in conservation, business or related field; advanced degree desirable.

**Seeking Perseverant, Creative and Energetic Candidates Who:**

- Exhibit professionalism, confidence, intellectual curiosity and resilience.
- Are simultaneously team-oriented and strong individual contributors.
- Possess a valid driver's license.
- Are fully vaccinated against COVID-19.
- Hold legal authority to work permanently in the US.

**Compensation:**

- Competitive salary based on experience.
- Generous benefits package, including full health and dental coverage, five weeks paid time off (PTO), and retirement contributions.

**Application Instructions:**

Please provide a cover letter and resume (including references) at:

<https://app.smartsheet.com/b/form/b34bb9ef2dfb46449177149cd06eebe8>

The Freshwater Trust is an equal opportunity employer and does not discriminate in its selection of candidates for employment on the basis of race, color, national origin, religion, sex or sexual orientation, marital status, disability, age, military service, family medical history, legal source of income, gender identity, political affiliation, or family leave obligations.