EMPLOYMENT OPPORTUNITY

Position: Vice President, Strategic Relationships
BOS Holdings Company: BOS IL
Location: Chicago, IL
Status: Full Time
Compensation: $150,000.00+ Depending on Experience

About BOS IL

BOS, a 100% employee owned (ESOP) organization that has been named one of Best 100 Places to Work in Chicago for the past five years by Crain's Chicago, is looking for an experienced Vice President, Strategic Relationships to join our Chicago(land) team.

With a quickly growing team, over 200,00 SQF of suburban space, and beautiful Chicago Inspiration Center in River North, there has never been a better time to join the BOS Holdings family!

Why BOS IL:

- 100% Employee Owned (ESOP)
- Employee Stock Ownership Plan
- Crain's Best 100 Places to Work Chicago 2018, 2020, 2021, 2022, 2023, 2024
- World's First (and consistently top & Best In Class) Haworth Dealers
- One of Market's Best Compensation Packages
- Career Advancement Opportunities
- Medical and Dental Benefits
- 401k Program, Dental, Life, Medical and Vision
- Paid Time Off
- World-Class Workspaces in Chicago, Roselle (HQ), Tampa and Orlando
- Winning Culture
- Professional Development Programs
- Flexible Work Schedule

Job Description

We are seeking a dynamic and results-driven Vice President, Strategic Relationships to lead and expand our Chicago(land) team. The ideal candidate will possess deep industry knowledge, a strategic mindset, and an extensive network to drive growth, increase revenue, and enhance our market position. In this leadership role, you will work closely with cross-functional teams, including sales, design, operations, and project management, to identify new opportunities and foster relationships with key clients, architects, designers, contractors, project and property managers, general contractors and real estate professionals.

Key Responsibilities:

- **Strategic Planning & Market Expansion:**
  Develop and execute the business development strategy to grow the company's presence and revenue in the commercial interiors market, focusing on key sectors such as corporate offices, education, government, healthcare facilities hospitality, multifamily, and hospitality spaces.

- **Client Acquisition & Relationship Management:**
  Identify and cultivate new business opportunities with potential clients and industry partners. Build and maintain strong, long-lasting relationships with existing influencers and partners, ensuring their needs are met and exceeded.

- **Sales Leadership:**
  Lead a team of business development professionals to achieve revenue targets, track performance metrics, and provide guidance on sales strategies. Develop, implement, and monitor sales initiatives to ensure continuous growth.

- **Market Research & Competitive Analysis:**
  Monitor industry trends, competitor activities, and market dynamics to identify emerging opportunities and areas for differentiation. Utilize this data to position the company as a leader in the commercial interiors space.

- **Proposal & Bid Management:**
  Collaborate with strategic response teams and sales professionals to assist in the preparation and submission of high-quality proposals, bids, and presentations, collaborating with the design and project teams to ensure alignment with client needs and company capabilities.

- **Programming, Events and Affiliations:**
  Represent the company at industry events, conferences, and networking functions. Participate in a variety of industry progressional organizations. Create, host and lead industry-leading programming at BOS and Haworth spaces.

- **Cross-Functional Collaboration:**
  Work closely with marketing, design, operations, and project management teams to align business development efforts with the company’s capabilities and branding. Provide insights to the marketing team to support targeted campaigns and messaging.

- **Brand Advocacy & Thought Leadership:**
  Serve as a thought leader and advocate for the brand, leveraging your industry knowledge to enhance the company's reputation in the marketplace.

- **Reporting & Performance Tracking:**
  Regularly report on business development activities, sales performance, and market trends to executive leadership. Provide data-driven insights to inform strategic decision-making and operational improvements.

Qualifications:

- **Education & Experience:**
  - Bachelor's degree in Business Administration, Architecture, Interior Design, Real Estate or a related field.
  - 8+ years of experience in business development within the commercial interiors or architecture/design industry, with a proven track record of driving sales and revenue growth.
  - Strong understanding of commercial interiors, space planning, and design trends.
  - Proven network of established relationships within the Chicagoland market.
- **Skills & Competencies:**
  - Exceptional communication, negotiation, and presentation skills.
  - Strong leadership and team management abilities.
  - Ability to think strategically and creatively to solve complex business challenges.
  - Proven ability to build and maintain relationships with key stakeholders.
  - In-depth knowledge of the commercial interiors industry, including key players, market trends, and competitive landscape.
  - Proficiency with CRM software, Microsoft Office Suite, and other business development tools.
- **Personal Attributes:**
  - Results-oriented with a focus on achieving business growth and profitability.
  - Highly motivated, with a self-starter attitude and the ability to work independently and as part of a team.
  - Strong attention to detail and organizational skills.
  - Innovative and forward-thinking, with a passion for design and commercial interiors.
- **Working Conditions:**
  - This is a Chicago-based in-person leadership role.
  - Leader will be at BOS Chicago (325 North Wells) location 3-5 days a week.
  - Some evening events and functions will be required.
  - Some travel will be required.
  - Periodic trips to BOS HQ in Roselle IL will be required.
  - Due to the business development nature of this role, this job will require working outside the traditional 9-5 hours.

Interested? Send your resume to George Lucas Pfeiffer at glp@bos.com