



## Senior Executive Opportunity

DreamWeaver Homes is a Public Benefit Corporation focused on licensing economic development opportunities to tribes and reservations in Indian Country. The Company assists in the creation of two related and tribally owned manufacturing entities.

By developing a steel frame commercial and residential housing factory, in conjunction with a custom steel roll-forming business, member housing and commercial buildings are provided by the tribe. As a result profit dollars currently leaving the reservation are retained.

These long-term and sustainable businesses are capable of generating up to \$35 Million in net profit and in creating more than 300 new jobs for the tribe by the end of fiscal year three.

Equity opportunities available.

### Position Summary:

We're looking for a results-driven senior business development executive. This career opportunity has overall responsibility for the sales, marketing and business development functions. The selected individual will be responsible for the generation of sales growth to meet or exceed the associated bookings forecast and plan. In addition, this individual will plan and recommend sales and marketing strategies to achieve maximum penetration consistent with Company's financial objectives as well as drive the Company's sales growth.

A degree in Engineering or Business (Masters highly preferred) with a successful record of leadership experience inclusive of significant business development experience is required. Specifically, qualified candidates will have experience in Indian Country leading business program opportunities to successful completion. Individuals who were Program Managers in the armed services or have experience working with HUD's Office of Native American Programs or with the Bureau of Indian Affairs will be given preferential consideration.

### Duties and Responsibilities:

Attention to the design and tracking of financial measures

Ability to source and obtain investment capital as required

Provide overall leadership to the division's business development, sales and marketing functions

Accountable for the management, oversight, identification, and evaluation of business development opportunities

Plan and recommend sales and marketing strategies to achieve maximum penetration consistent with the Company's financial objectives and to drive the Company's tactical and strategic growth

Overall responsibility for the team development of the annual Business Plan.

Create an environment where innovation thrives and new ideas can be shaped into business opportunities

Manage and analyze the market intelligence data to ensure market opportunities are capitalized on as they occur and minimize the effects of competitive activity

Prepare customer and strategic presentations including the annual and strategic and discretionary spend plans

Staff Business Development positions with appropriately skilled and competent professionals

Perform specific and delegated duties as assigned

Support, communicate, reinforce and defend the mission, values and culture of the organization

Relevant Experience:

Success in identifying and obtaining business capital

Demonstrated understanding of government policies, procedures and guidelines for BIA/DOI and/or HUD/ONAP experience

Expert knowledge and experience in capture planning, decision mapping and development of "price to win" strategies, including significant demonstrated relationships with key decision makers within Indian Country

Ability to think strategically while energizing & aligning people to achieve his/her vision for business development which includes the ability to effectively partner with internal functional leaders (e.g., program management, engineering, finance, etc.) toward the achievement of common goals

Ability to effectively communicate and present information to employees, top management, and customers

Proven ability to work effectively with customers, executive management, and employees to achieve outstanding results; results which ultimately lead to follow-on contracts

Demonstrated Leadership Competencies for this position must include:

Customer Focus - Dedicated to meeting the expectations and requirements of internal and external customers-establishes & maintains effective relationships with customers & gains their trust and respect

Building Effective Teams - Creates strong morale and spirit within his/her team, fosters open dialogue and shares wins and successes. Demonstrates ability to critically assess existing team capabilities, make appropriate changes, and lead the team into the future with a common growth vision that incorporates a collaborative approach

Managing Vision and Purpose - Communicates a compelling and inspired vision and sense of core purpose, is optimistic and makes the vision one which is shared by all

Strategic Agility - Is future-oriented and can anticipate future trends and consequences accurately-creates competitive and breakthrough strategies and plans, also has a competitive perspective, a winning attitude and creativity/ agility on DOI and HUD markets

Drive for Results - Can be counted on to exceed goals, is very bottom-line oriented, and steadfastly pushes self and others for results. Aggressively manages risks and opportunities to control bottom line, while holding team accountable

Organizational Agility - Knows how Indian Country and the related government offices (federal and state) organizations work and knows how to get things done both through formal and informal channels - understands the cultures of organizations and how to leverage strengths and mitigate weaknesses.

Leadership - Has a focus on what's right for the company with a strong ability to work across functions and divisions with the ability to lead business initiatives.

Decision Quality - Makes good decisions (without considering how much time it takes) based upon a mixture of analysis, wisdom, experience, and judgment; tends to be sought out by others for advice and solutions

Professional Qualifications for this position should include:

Engineering or Business degree required (Masters highly preferred).

Critical Career History: Successful candidates will possess a strong general business management portfolio of skills with a minimum of 15 years of leadership experience inclusive of significant business development experience. Specifically, qualified candidates will have Indian Country experience (either as a prime or subcontractor) leading pursuits to successful completion

Submit your resume with a cover letter outlining how your experiences meet our requirements to:

[SeniorExecutive@DreamWeaverHomes.biz](mailto:SeniorExecutive@DreamWeaverHomes.biz)